

WOODNEWS

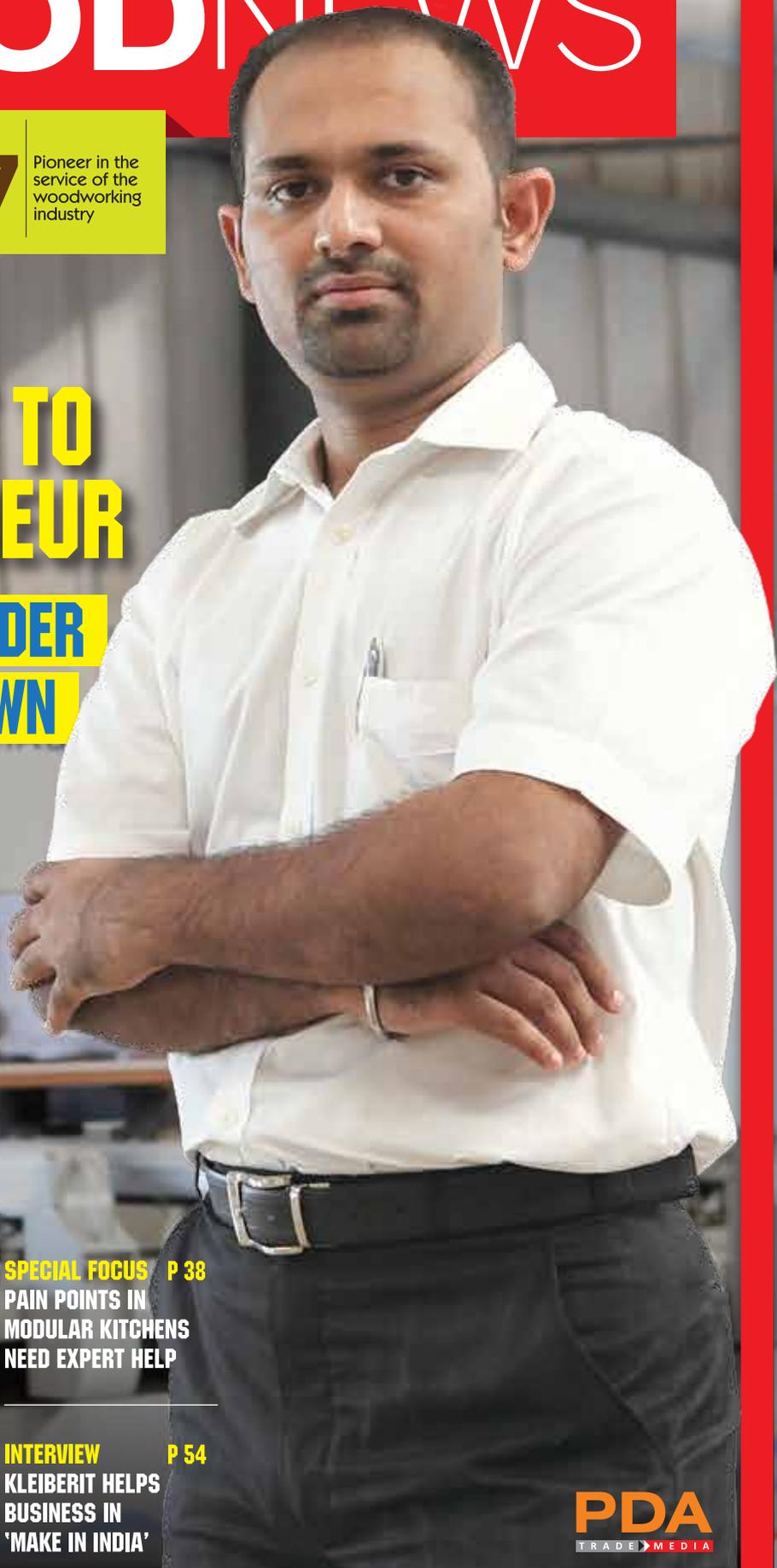
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**PAIN POINTS IN
MODULAR KITCHENS
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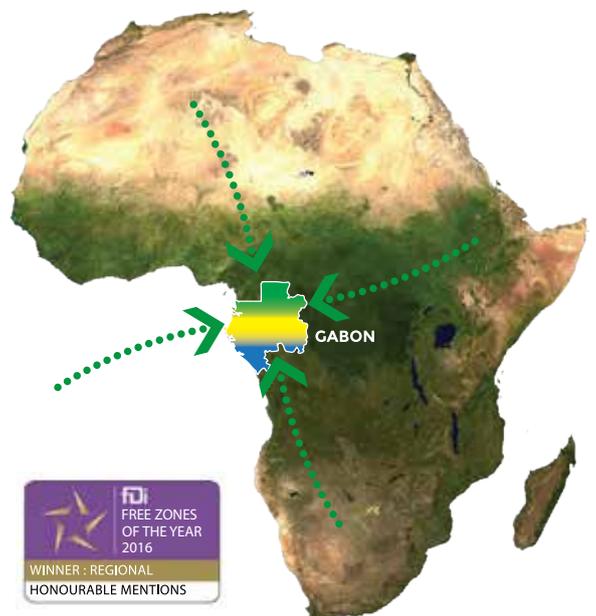
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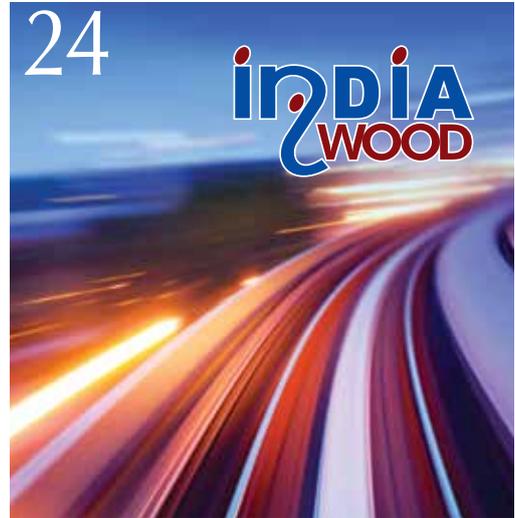
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Gabon (Africa) ... land of opportunities



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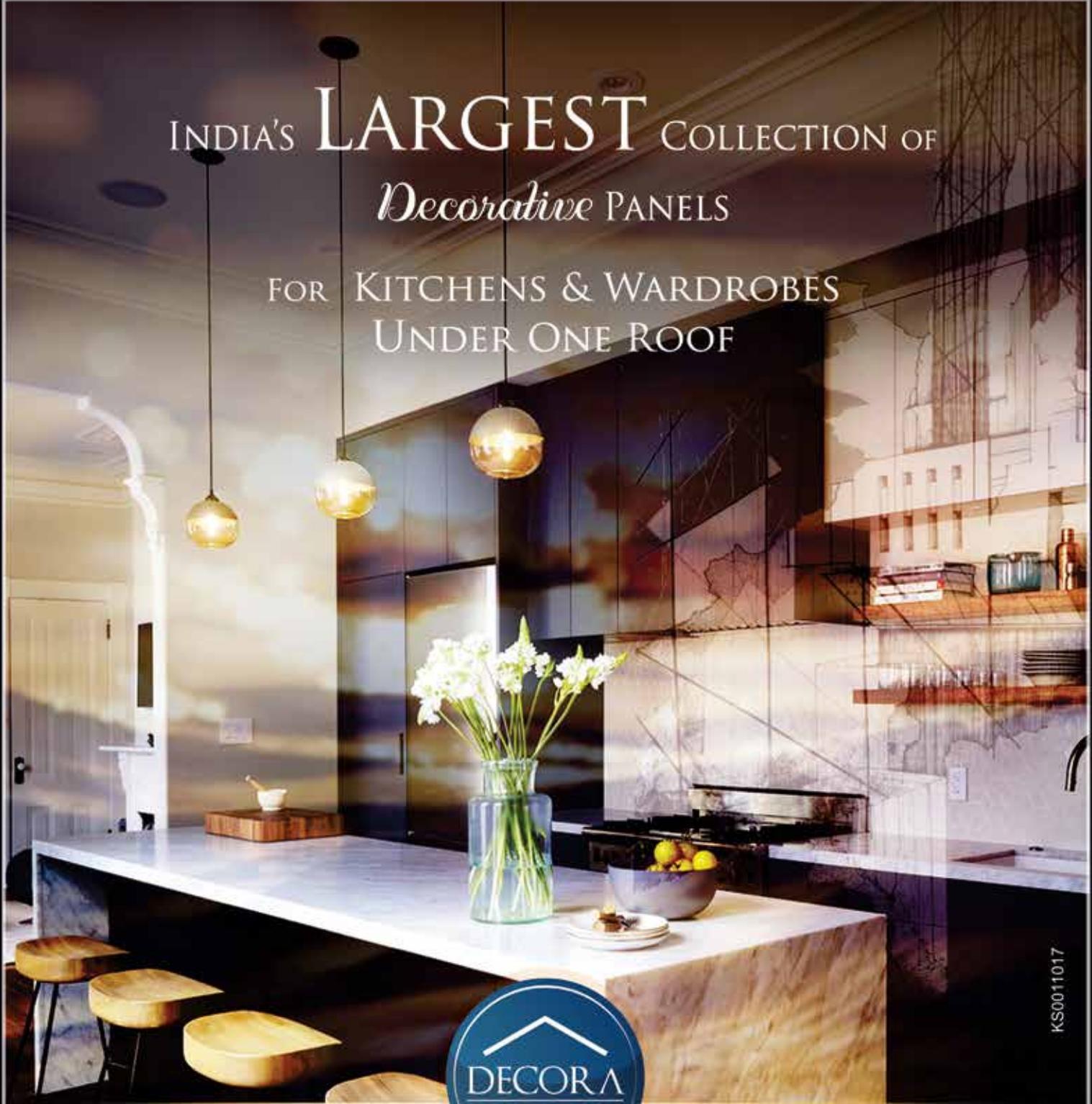


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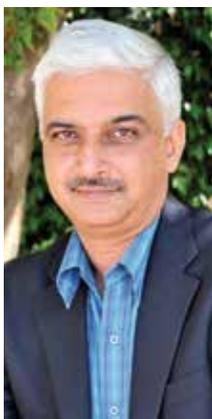
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2018: New challenges, new opportunities



Hello Readers,

The third edition of MumbaiWood (12-14 October) elicited a good response, with a 45% increase in unique footfalls, highlighting continued interest from both the supply and demand sides of our industry. These visitors mainly came from Tier-2 and Tier-3 cities and towns across India. There were also visitors and representatives of woodworking industry from 29 countries! As we stand on the cusp of the 10th edition of IndiaWood (8-12 March, 2018), the enthusiasm in the industry is

FROM THE EDITOR

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

showing up even more: the organisers, PDA Trade Fairs, is expanding it to 53,000 square metres, a whopping 40% increase over its predecessor in 2016.

India is one of the fastest and largest growing markets for smart cities due to the government's initiatives and the use of technology. The first 20 Tier-2 cities will have the highest growth rate, with help from the Internet of Things (IoT) and increasingly energy-efficient sources. One report even forecasts the smart cities market in India to grow at 18.5% year after year! Like I have stated earlier, this situation offers tremendous opportunities for the furniture industry to invest in technology and establish sustainable supply lines to raw material, in order to meet the demand and achieve its business goals.

While the limelight has been hogged by hurdles in the implementation of the new Goods and Sales Tax (GST), many developments in the country have gone less noticed. Over the last six months, countries such as Japan, Singapore, Switzerland and Sweden have been entering into separate memoranda of understanding with various Indian government entities to help scale up skilling of youth and making them more employable. Two World Bank schemes, together amounting to Rs. 6,655 crore, also got the government's green signal.

LinkedIn has signed a pact with IL&FS Skills Development Corporation to roll out the first-ever platform to upskill blue-collar Indian workers, help them network and find jobs. The Asian Development Bank is also rolling out skill programmes. Of course, the grants and training programmes are spread out over the entire SME and IT segments, but woodworking trades also stand to gain. In the long run, it will hopefully open up avenues to global job markets for Indian workers!

Last, but not least, the grapevine has it that Flipkart might seek a strategic investment in the online furniture marketplace, Pepperfry. The latter has a 65% market share of the organised furniture market in the e-commerce space. It also has about 14,000 high-gross margin products online. Flipkart is also said to be in talks with another online furniture portal, Urban Ladder. In 2016, India's online furniture market is reported to be worth US\$ 900 million.

Watch these pages and our website (www.woodnews.in) for more. Until we meet again, here is wishing you all a Happy New Year!

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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Visitor count jumps 45%, as does industry engagement

Apart from small and medium manufacturers across the country, there was keen interest in the Indian market among observers from 29 countries

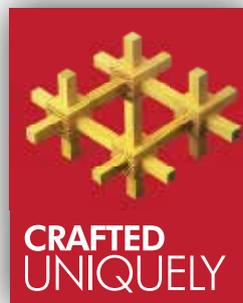
The third edition of India's leading trade show for furniture manufacturing technologies, MumbaiWood (12-14 October) brought together more than 6,000 trade visitors over the three-day show. That represents a 45% increase in unique footfalls over the previous edition of the show in 2015, and indicates strong industry engagement.

The biennial event showcased woodworking machinery and tools, fittings and accessories, raw materials and consumables for furniture production, semi-finished products, shutters, doors, windows, laminates, particle boards, wood composites and many more.

While a majority (42%) of visitors were furniture and kitchen manufacturers, a sizeable 20% of visitors were architects and interior designers, followed by (29%) saw

EVENT REVIEW

Mumbai
WOOD



millers, plywood and timber dealers, hardware manufacturers and distributors. Visitors were registered from 347 cities and 26 states, mainly from Tier-3 and Tier-2 cities and towns.

“The market response speaks for itself,” said Mr. Sivakumar, Vice-President, PDA Trade Fairs, the organiser of MumbaiWood. The show is clearly emerging as an “unmissable” trade and technology platform for manufacturers and carpenters, as well as architects and real estate developers.

Global footprint

For the first time, there were visitors from as many as 29 countries, most of who displayed an abiding interest in the Indian furniture manufacturing and marketing sectors. These visitors came from Bahrain, Bangladesh,



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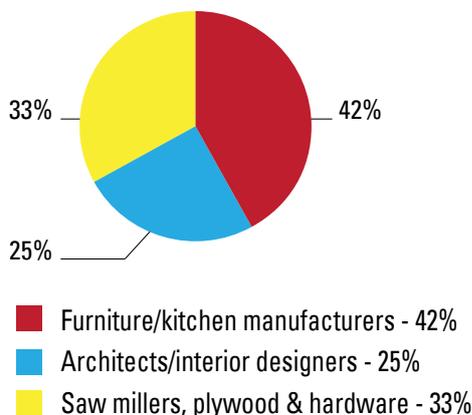
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Visitor Profile



Total attendance
6,160
From **29** countries

Bhutan, China, Indonesia, Iran, Japan, Kazakhstan, Kuwait, Lebanon, Malaysia, Maldives, Mauritius, Myanmar, Muscat, Nepal, Pakistan, Qatar, Saudi Arabia, Singapore, Sri Lanka, South Korea, Sultanate of Oman, Taiwan, Thailand, Turkey, the UAE, and Vietnam in Asia.

Visitors from Europe included those from Austria, Belgium, Denmark, Finland, France, Germany, Italy, Norway, Poland, Romania, Russia, Spain, Slovakia, Switzerland, Sweden, The Netherlands and the UK.

From the African continent MumbaiWood attracted visitors from Egypt, Kenya, Liberia, Republic of Congo, Nigeria, Tanzania and Uganda. From the Americas, there were woodworking professionals from Brazil, Canada and the US. There were also visitors from Australia and New Zealand.

This year, MumbaiWood was marked by the participation of over 200 exhibitors displaying their latest machines, products, services and materials and sharing their expertise in the woodworking and furniture manufacturing industry.

There was a mix of new exhibitors as well as returning high-profile brands such as Altendorf, Biesse, Caple Industrial Solutions, Felder, Jai Industries, Kangaro, Kaymo Fasteners, Shree Umiya F-Tech Machines, Wood-Mizer Asia, Shreepal Trade Impex and Michael Weinig.

On the materials side, American Softwoods, Aryamman Interior Solutions, Canadian Wood, Dynasty Modular Furnitures, Gorsan Impex, Malaysian Timber Council, Woodver Coatings and Paramount Composites India, among others, had signed up.

Ideal environment

According to Sivakumar massive investments in hospitality, real estate, tourism, retail and hospital sectors across India have helped the furniture manufacturing industry enjoy a period of steady growth. "This growth has been reflected in our woodworking shows and attracted a diverse selection of exhibitors from India and abroad, all focussed on creating new business opportunities," he said.

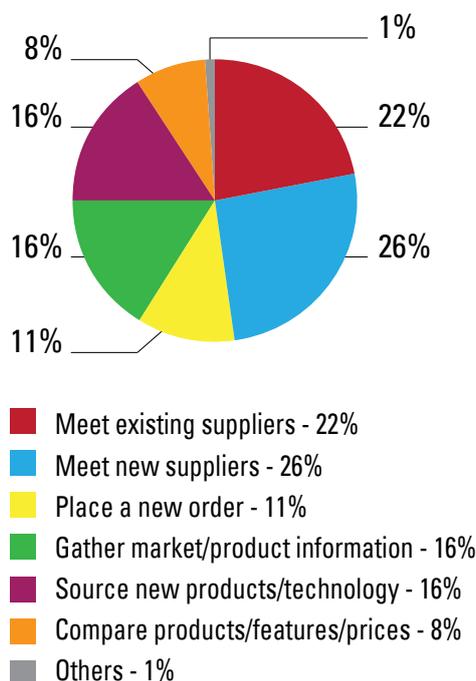
There was a rush of visitors from Maharashtra, Gujarat, Rajasthan, Punjab, Daman & Diu, Madhya Pradesh, Andhra Pradesh and Telangana. However, keen interest and registration of furniture manufacturers was also logged from Karnataka, Kerala, Tamil Nadu, Uttar Pradesh, West Bengal, Assam and Bihar.

Carpenters and small and medium scale entrepreneurs in the woodworking sector from Chhattisgarh, Jammu & Kashmir, Jharkhand, Manipur, Mizoram, Nagaland, Odisha, Tripura and Uttarakhand were also conspicuous by their presence.

Business optimism across the show floor was also reported by exhibitors, many of whom rated MumbaiWood 2017 as their best trade show of the year. The predominant feedback from exhibitors was that they have met good quality buyers who were ready to do business.

According to Sivakumar, "Our priority was to provide stimulating meetings, an environment for sharing information, generating ideas and initiating collaborations. I think we have succeeded in that aim."

Purpose of visit





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 **BIESSE**

Niemann opens 1st design studio in Bengaluru



1 At the formal inauguration of Niemann India's design studio in September: (from left) Mr. Madhukar Rai (Managing Director, Niemann-India), Mr. Venkatesh (Partner, Creative Portals, Bengaluru), Mr. Sameer Sharma (Area Manager-North, Niemann-India), Mr. Frank Schmidt (Asia-Pacific in-charge of sales, Niemann), Mr. Mahesh (Partner, Creative Portals), Mr. Aurobindo Malhotra (Partner, AM2PM, New Delhi), Mr. Sadanand (Partner, Creative Portals) and Mr. Vimal (Partner, AM2PM).

Karl W. Niemann Moebelteile, a 175-year-old German family-run business in finishing panels and boards for furniture, opened its first 2,000-square-foot design studio in India in late September.

Seven years after it entered the domestic market with the establishment of Niemann-India, the Bengaluru showroom aims to bring to Indian furniture manufacturers its niche products for storage, kitchen and office solutions.

Niemann furniture components specialise in mainly MDF-based panels for wardrobe doors and kitchen shutters, and boards for panel furniture. It is a world leader in PET based poly-gloss finishing technology, with several patents to its credit. Its products are available in a wide range of designs, surfaces and finishes.

With the opening of the showroom Mr. Frank Schmidt, Niemann's in-charge of sales in Asia-

Pacific, expects a 100% rise in the sales of its products range over the next couple of years. "Now that we have made our presence felt and built a reputation for quality and integrity, I am sure we are here for the long term," he said.

Surfaces & finishes

What are the advantages Niemann can guarantee its Indian clients? Its substrates (mainly MDF) are sourced from world leaders in technology, including Egger. "With our reputation for innovation in sheet material technology, along with non-existent glue-lines on our shutters and panels, we are confident we will win more clients," Frank said.

In a market already crowded with similar products, how does Niemann make a difference? "Even in Germany and across Europe, we are known for our niche products," Frank asserted. The company not only churns out new ideas, surfaces and finishes each

year, but also customises its boards and panels for its customers for batch one production.

According to Mr. Madhukar Rai, Managing Director, Niemann-India, there will be more such design studios across the country in the years to come. But even now Niemann is equipped with a marketing setup and manufacturing partners (in Delhi and Noida, Mumbai and Pune, Kolkata, Hyderabad and Bengaluru) to meet the requirements of Indian clients.

Industry acceptance

Over the seven-odd years that Madhukar had to operate out of his laptop and bagful of samples, Niemann built up a reputation for quality and innovation. Important furniture manufacturers like Lifestyle Interiors and Utturkars in Pune, Interwood Kitchens and Creative Portals in Bengaluru, and Hyderabad-based Spice Kitchens and Oaktree Kitchens use Niemann shutters and panels.

Even the 23-storey, exclusive Trump Towers housing project in Pune is using Niemann products at the recommendation of a UK-based architect, a consultant to the project builders, Panchshil Realty. Similarly, Hafele India is using Niemann boards and panels at its “experience studios” across India, Sri

Lanka and Bangladesh.

With nearly two decades’ experience in the furniture industry – first with a German fittings manufacturer, and now panels – Madhukar has extensive knowledge of the market. He says PET technology is better suited to Indian consumers’ taste in finishes and surfaces, to manufacturers’ production goals, as well as to architects’ need for functionality with aesthetics.

In the year 2010, when Niemann entered the domestic market, it was dominated by carpenters who swore by plywood panels and laminates. Gradually, with training from technology providers and woodworking machinery suppliers, the scene began to change to factory-manufactured furniture, he remembers.

“With enough training opportunities now, even carpenters are turning to factory-manufactured boards and panels,” he said. With his experience in furniture hardware and panels, Madhukar is quite confident of convincing manufacturers and specifiers (architects, interior designers and contractors) to turn to Niemann’s product offerings.

For further information, email m.rai@niemannindia.com.



2 *Niemann specialises in furniture components, mainly MDF-based panels for wardrobe doors and kitchen shutters.*

Western Hemlock is good!

Canadian Wood honours innovation, functional and aesthetic advancements in furniture industry



1

1 Gold winner Pearl Academy, Silver winner School of Planning and Architecture, and Bronze winner IMS-Design & Innovation Academy felicitated by Canadian Wood in New Delhi.

‘Wood is Good’ Design Competition 2017 was the second annual design competition organised by Canadian Wood at the Festival of Design and Architecture (FoAID). It aimed to uncover budding design talent and be a reputable showcase for unique creations created from wood sourced from sustainably managed forests of Canada.

The competition looked at honouring innovation, functional and aesthetic advancements in the furniture industry. Participants were invited to submit prototypes of a singular piece of furniture using Western Hemlock wood from British Columbia, Canada.

Entries were invited based on the theme ‘Build a multi-functional furniture product/s targeted to a specific audience’. Single or multiple products could be created using the given quantity of wood.

2 The Hexa 7 comprises of six different panels that merge together to form furniture with numerous utilities.

The material to be used was Western Hemlock solid wood lumber of Grade No.2 Shop. The size of the material provided was 1½” x 6” with a running length of 11-12 feet and the quantity supplied to each participant was 10 cubic feet.

Western Hemlock is an outstanding wood for solid wood furniture and interior designing. It is known worldwide for its even density and

excellent machining properties. Hemlock is firmly established as an excellent wood for moulding and interior woodworking.

Students from five premier architecture colleges across Delhi worked under the expert guidance of established architects and interior designers to come with their entries. The Gold winner was Pearl Academy, while the Silver and Bronze winners were the School of Planning and Architecture (SPA), Delhi, and IMS-Design & Innovation Academy, respectively.

Bespoke creations

The team from SPA created a furniture piece that is adaptable and provides provisions for storing, lounging and resting while also



2



3



4

3 The whole structure of the 'Porta Ensemble' is made out of detachable parts, including the central unit as a workspace, two side-pull outs and two hidden stools.

providing functionality. This is done by minimising the manufacturing efforts and costs with the given Western Hemlock lumber. Since the furniture piece has exclusively wooden joints, it was firm and brought out the natural grain and essence of the wood.

Sushant School of Architecture came up with 'Kursi', a hybrid of traditional Indian craftsmanship with the boldness of modernistic styles. It was the simplest form of chair that could be used to work on that could also transform itself into a recliner to relax and read.

Small details – such as the mesh of beads – made it all the more comfortable while giving it a unique look. In addition, there is also a bookstand along with a side table in the form of an anti-prism to complete the design.

Pearl Academy's creation represented adaptability, efficiency and utility that was simple yet aesthetically appealing. It could function as a ladder that could be used in numerous ways with simple joinery. It can be converted into an object for sitting, for storage (such as a rack with shelves), a swing, and even a box.

The Delhi School of Architecture created multi-functional furniture, Porta Ensemble, in which the basic concept lay in the idea of a

contemporary cuboid. The whole structure was made out of detachable parts, including the central unit as a workspace, two side-pull outs and two hidden stools, making it versatile and portable.

Taking inspiration from molecular structures, IMS-Design & Innovation Academy came up with the Hexa 7 that comprises six different panels that merge together to form furniture with numerous utilities. The goal was to make a furniture piece that allowed for larger floor space and yet is comfortable.

Surprisingly, when unfolded fully, it could easily accommodate six people at a time!

The mentors at the competition were Mr. Sanchit Arora (Studio Head Architect at Renesa Architecture), Mr. Ronak Sekhri (Business Head, Pomegranate Design), Ms. Neha Kulkarni (Founder, AUM Architects), Mr. Ashmit Alag (Principal Designer, Transform Design) and Ms. Anuja Gujral (Founder & Managing Partner of ADG Square).

The jury comprised of Mr. Aslam Kadri (Principal Architect, Morphosis Architects), Mr. Sanjay Kothari (Principal Architect, Kaleido), Mr. Khozema Chitalwala (Principal Architect, Designers Group) and Ms. Ponna M. Concessao (Principal Architect, Oscar & Ponna Architects).

4 SPA created a furniture piece that is adaptable and provides provisions for storing, lounging, and resting.

5 Pearl Academy designed a ladder that could be used in numerous ways with simple joinery.

6 'Kursi' is a hybrid of traditional Indian craftsmanship with the boldness of modernistic styles.



5



6

Fevicol Adhesive Solutions for Woodworking Applications



Fevicol Hotmelt Products

Fevicol's range of edge banding adhesives has several options for manual as well as automatic machine applications. All the products provide good adhesion properties with excellent resistance against heat, cold, moisture and oxidation.

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



Fevicol SWR Range

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

Fevicol Probond

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



Fevicol SH

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



Fevicol SP Range

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

Membrane Press Range

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



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

Fevicol Membrane Press Adhesive LC.

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



The product can be easily applied using an air compressed spray gun. Its distinctive features ensure effective deposition on the substrate resulting in higher coverage. Since the adhesive is water based the spray gun can be cleaned with tap water. When used with 5% Membrane Press Hardener the heat & water resistance properties improve vastly. This product bonds PVC to most of the wood substrates like MDF, particle board etc. The mixture with hardener has a pot life of 3 to 4 hours. Higher coverage of 6 to 7 doors compared to 4 or 5 doors in solvent based systems. No volatile losses in this water based system.



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Yet another hall added to IndiaWood 2018

Exhibition space bumped up 40% for 10th edition of international furniture manufacturing technology show in Bengaluru



HALL SEGMENTATION

IndiaWood 2018 is demarcated into machinery and non-machinery allowing visitors the opportunity of maximising their meetings in the 5 day window. The layout will now have 4 halls, an exclusive area for outdoor display and three registration areas for visitors to ease the registration process. (attached the overview of the venue layout)

HALLS 1, 2 & HALL 3 (PART A)

Machinery & Technology: Solid woodworking, Panel Processing, Wood based panel production, Tools & accessories for furniture production & woodworking, Packaging machines / wrapping machines for furniture manufacturers & woodworking industry.

HALL-3 (PART B)

Adhesives, Chemicals & Wood Coatings.
Machines & Materials for Surface treatment and finishing lines.
Modular Kitchens, Semi-finished products & components for kitchen manufacturing.
Machines, Materials & Supplies for upholstery, mattress and sofa manufacturing.

HALL-4, 3 B

Materials & Supplies: Wood, Veneers, parquets flooring, Doors, Decorative surfaces, Décor papers, Laminates, Door Skins, Edges, Composite materials etc, Wood based panels (Plywood, Particle Board, MDF, Pre-lam Boards) and other versatile interior panels, Embossing cylinders, Press plates, Fittings, Locks, built-in parts, Hardware Systems, Lamps and lighting systems, Semi-finished products for Cabinetry, Kitchen, office and modular furniture.

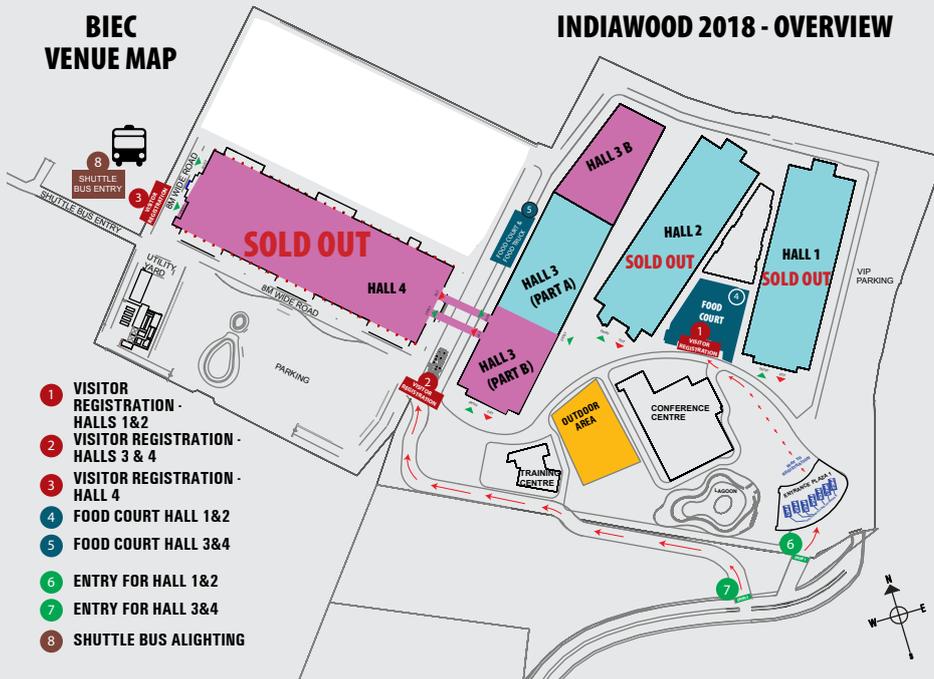
OUTDOOR AREA

Saw milling equipment & Veneer peeling machines

For space reservation, please contact the respective project in-charge with your space requirement:

Mr. Pradeep Kumar, +91 99880 66810, p.pradeep@pdatradeairs.com
Mr. Bellappa, +91 99160 92922, bellappa@pdatradeairs.com

For all other general enquiries, please contact:
Mr. Partha, +91 99880 61956, partha@pdatradeairs.com



INDIA WOOD

10th International Trade Fair for Furniture Production Technologies, Woodworking Machinery, Tools, Fittings, Accessories, Raw Materials and Products

8-12 MARCH 2018
Bangalore International Exhibition Centre
Bangalore, India

Four months ahead of the 10th edition of IndiaWood (March 8-12, 2018) display and exhibition space at the Bangalore International Exhibition Centre has been sold out! This is despite 10,000 square metres being added earlier this year in the newly constructed Hall 4 at the venue.

This is happening as a result of overwhelming response from both the machinery and materials sides of the supply chain, according to Mr. Sivakumar, Vice-President, PDA Trade Fairs, the organiser of IndiaWood, DelhiWood and MumbaiWood.

The good news is that the show organiser is adding yet more space – 6,000 square metres in Hall 3-B – to expand next year’s IndiaWood to 53,000 square metres of exhibition space, a whopping 40% increase over the previous edition in 2016!

The new Hall 3-B will be available for exhibitors from the non-machinery segment. Stand allocations have already begun.

IndiaWood 2018 Highlights

- 53,000 square metres exhibition space
- More than 850 exhibitors
- 12 country pavilions
- 60,000+ industry visitors expected
- 500 VIPs and media representatives

PDA Trade Fairs had earlier announced that the new layout will now have four halls, an exclusive area for outdoor display, and three huge registration areas for visitors to ease the registration process.

As the leading platform for this sector, IndiaWood gives buyers a complete overview of the market in all its dimensions. It is seen as a driving force behind innovation and success in the solid wood and panel-based furniture production industry in the country. IndiaWood has consistently set the pace for the next two years.

More space

With 53,000 square metres on hand, the organiser expects to cover every facet of woodworking and furniture production, making IndiaWood a show with all great business opportunities under one roof.

Meanwhile Germany, China, Italy, France, Turkey, Taiwan, Canada, Malaysia, Russia, Sweden, Brazil and the USA will participate under their country pavilions.

There will be representations also from Nepal, Sri Lanka, Bangladesh, Myanmar, Bhutan, Thailand, Indonesia and the Philippines.

Visitor promotion

IndiaWood employs a full 9-month marketing campaign across all key promotional channels to ensure that exhibitors meet the people that matter to their business. This includes e-mailers, SMS, WhatsApp messages, radio and print advertising, digital marketing, telemarketing, auto branding, international e-mail campaigns, TV commercials, direct mail, public relations campaign and much more.

Direct visitor promotion activities have been carried out through industry and trade associations in South-East Asian countries like Indonesia, Malaysia, Thailand and the Philippines.

Similar activities have been carried out in neighbouring countries like Sri Lanka, Nepal and Bhutan. Targeted e-mail campaigns are underway to attract trade delegations from West Asia and African markets.

Presentations and personal invitations to large furniture manufacturing and woodworking industry groups within India, as well as in Nepal, Sri Lanka, Bangladesh, Malaysia, Myanmar, Bhutan, Thailand, Singapore and Indonesia, have already been sent out.

Email broadcasts are also being carried out whereby potential visitors are invited to pre-register their attendance via the website (www.indiawood.com). Over 1,50,000 invitations are on their way to registered saw millers, hardware dealers/ resellers, interior decorators, woodworkers, timber and lumber dealers and distributors in India.

As usual, exhibitors are invited to nominate their key clients as VIPs for the 5-day show. Each contracted exhibitor will be given the opportunity to extend online visitor



Special Events

IIID workshop

The Institute of Indian Interior Designers (IIID) is actively involved with the Furniture and Fittings Skills Council (FFSC) in training activities. IIID proposes to conduct certificate workshops and training modules on the show floor during IndiaWood. PDA Trade Fairs and IIID will jointly conduct a seminar on topics that are of interest to the industry.

Architects' seminar

WoodNews, the principal official publication of IndiaWood, proposes to organise a seminar in association with the Karnataka chapter of the Indian Institute of Architects (IIA). The theme is: 'Wood in architecture'.

Skill development

Skill development of small and medium enterprises, carpenters and craftsmen will be actively addressed at IndiaWood 2018 in association with the Furniture and Fittings Skills Council of India (FFSC). It will also promote the 'Recognition of Prior Learning' scheme to carpenters from all parts of India.



invitations to their clients and customers to visit them during the show.

Exhibitor promotion

A printed and online 'Show Preview', with highlights on exhibits, will be sent by post to targeted buyers from all over India. *WoodNews*, the principal official publication of IndiaWood, will bring out four 'Show Dailies' from 8-11 March, highlighting various events and exhibits. For details email editor@pdatrademedia.com or tony@pdatrademedia.com now!

A massive poster campaign covering more than a 100 Tier-1, Tier-2 and Tier-3 cities covering the distributor/ dealer networks will further publicise the event. Outdoor billboards promoting the show will be placed at strategic locations in across India prior to the show.

Through proactive engagement with stakeholders and a genuine commitment to excellence, IndiaWood has evolved in line with industry demand, and is globally recognised for doing so.

Exhibitors continue to value the strength of IndiaWood 2018 as a strategic platform, and will be showcasing the latest technology and innovations that are currently shaping modern furniture production.

There will be special activities to attract architects, interior designers and builders, to help them understand the complete supply chain. So far as carpenters are concerned, there will be live demonstrations of machinery, power tools and joinery, besides recognition to those with experience and talent.

Thousands of craftsmen, woodworkers and furniture manufacturers; 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; from all over India and South-East Asian and South Asian countries are once again looking forward to IndiaWood 2018.



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'Timber Forum' on 10 March

One of the highlights is the 'Timber Forum', organised by *WoodNews* magazine (10 March, 2-6 pm) at the IndiaWood 2018 venue, for the promotion of timber in construction, furniture manufacturing and interior design.

'Timber Forum' has been conceived as a knowledge-sharing platform for suppliers (timber councils, importers/exporters), end users (furniture makers, real estate construction companies, etc.) and influencers (architects, interior designers, project consultants, etc.).

These stakeholders visit IndiaWood from all of India's woodworking hubs – as well as those from neighbouring countries, and nations from South-East Asia and South Asia – in the residential/domestic and office/commercial segments.

The 'Timber Forum' is being publicised and promoted as among the highlights of IndiaWood 2018. The theme this time would be 'Versatility of Timber in Furniture, Construction and Interiors'.

Aims

- Description of various timber species from around the world

- Availability of timber, sustainability of sources & logistics of buying
- Traditional and innovative applications in furniture, construction & interiors
- Suitability & adaptability of foreign species of hardwoods and softwoods
- Understanding the Indian market: pricing, trends, demand and potential
- Helping timber suppliers connect and engage with end users & influencers

Format

- A prominent Keynote Speaker will be the main draw for the hundreds of visitors, comprising of furniture manufacturers, architects, interior designers, representatives of construction companies and carpenters
- Presentations by eminent experts from the fields of design, construction, manufacturing and wood science
- Panel discussion, with participation from the audience
- One-on-one meetings between suppliers & consumers

The 'Timber Forum' is expected to become a prestigious international event in timber engineering, engineered wood products and design of timber structures. It will also attract researchers and engineers, contractors and project managers, fabricators and suppliers from across India and neighbouring countries.

Swedish Wood – a versatile, modern material



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



Come and meet us at
India Wood 8 – 12 March 2018

SWEDISH WOOD

High quality, competitive pricing on show

Wood Taiwan 2018 is just six months away, scheduled to be held in TWTC Nangang Exhibition Hall, Taipei City, from April 2 to 5 next year. It is the biggest woodworking show in Taiwan.

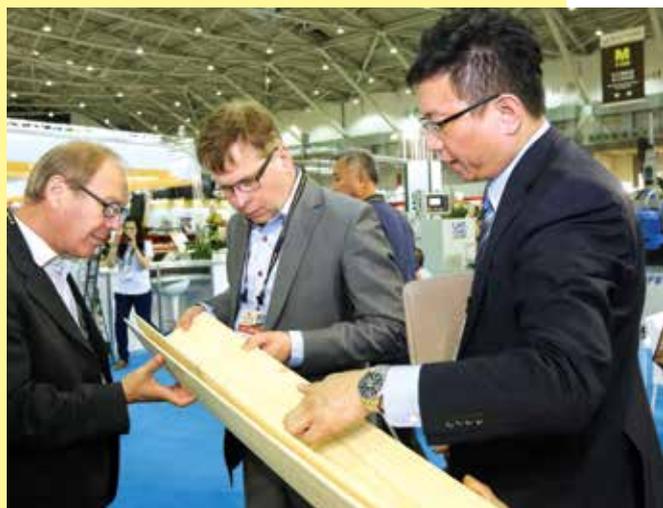
In 2015, Wood Taiwan attracted a total of 6,365 visitors, including 930 foreign buyers from 55 countries. Wood Taiwan 2018 will go further, attracting over 200 top Taiwan suppliers in 1,000 booths spread over 10,000 square meters.

Taiwan woodworking machinery has long been a global market participant since the 1950s. Over 60 years' of manufacturing experience and export performance has earned Taiwanese machinery the labels "high quality" and "competitive pricing".

According to the database from International Trade Centre (ITC), the export value of Taiwan woodworking machinery amounted to US\$ 0.52 billion in the year 2016, ranking in the top four in the world.

Flexibility, customization

Over 80% woodworking machinery manufacturers are located in the central of Taiwan, creating an unique ecosystem that connects all resources nearby, such as needs from automation engineering, digitalised data in/output and real-time after service.



This feature of the industry enables manufacturers deliver customised products and small batch orders on time, with strong after-sale service.

Visitors to Wood Taiwan 2018 will have chances to witness the upgrade of Taiwan woodworking machinery incorporated with ICT and automation technologies, such as CNC machines, automatic flaw detect finger jointing lines and automated feeding systems, increasing productivity and reducing more unit labour cost and material waste by smart technologies.

Wood Taiwan is organized by the government-run Taiwan External Trade Development Council (Taitra), founded in 1970 to help promote foreign trade. Taitra boasts a well-coordinated trade promotion and information network of over 1,200 trained specialists stationed throughout its Taipei headquarters, four local branch offices in Hsinchu, Taichung, Tainan and Kaohsiung.

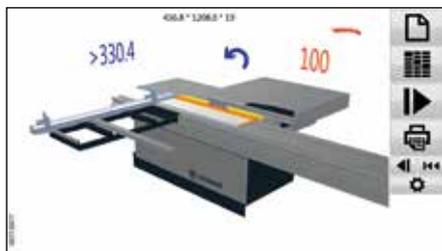
It is supported by the Taiwan Woodworking Machinery Association (TWMA), founded in 1986 to support and upgrade members' business operations. It also carries out research related to the woodworking machine industry, and the TWMA Directory lists all member information since 1988. (<http://www.twma.org.tw/>)



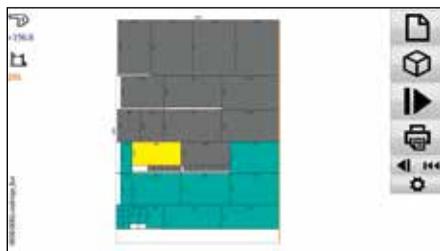


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1

Architect to Entrepreneur

Mumbai-based Wisart Design Studio has grown from an architectural design consultancy to furniture manufacturer and turnkey solutions provider in the office, residential, hospitality and retail segments – all in a span of just 10 years. Dhananjay Sardeshpande met up with its co-founder and CEO, **Mr. Mahesh Nilakh**, at its factory in Thane.

1 *Wisart's factory now manufactures work stations and seating for offices, products for shop and hotel interiors, doors and frames for the construction industry, beds and kitchens for homes.*

As you step into the 40,000-square-foot furniture manufacturing facility in Dombivili, one cannot but notice that it is designed with smart logic to facilitate smooth work flow, its attention to industrial ergonomics and adherence to cleanliness of man and machine alike!

This is the baby of the Mumbai-based architect couple, Mr. Mahesh and Ms. Shrutika Nilakh, co-founders and architect partners, Mr. Harshal Turkar and Mr. Nikhil Apte, of the largely successful Wisart Design Studio, an architectural, interiors and construction consultancy.

These youngsters have now turned into manufacturing and providing turnkey

solutions in the residential, office, hospitality and retail segments.

Mahesh and Shrutika met during their architecture studies at Academy of Architecture, Mumbai. Further Mahesh, Harshal and Nikhil pursued post-graduate studies at the National Institute of Construction Management and Research in Pune. The course helped them to go beyond designing and planning projects.

It gave them industry exposure and hands-on experience in the engineering side of construction. It also helped shape their plan of action to take on the business aspect of their architecture practice and create a niche for their work.



Growth in business and knowledge comes from new challenges.

– Mahesh and Shrutika Nilakh, founders, WiseArt Design Studio



Marriage of minds

Their first venture, Synetics Forum, was formed in 2005, bringing in the architecture and engineering brains to the consultancy. “The market was booming, so there was no dearth of projects. Our business initially grew by 300% year-on-year,” Mahesh recalls.

For example, in just 18 months Synetics Forum had executed 35 projects of the Odyssey chain of bookstores in Bengaluru, Chennai, Delhi, Guwahati, Hyderabad, Nagpur, Mumbai, Noida, Pune and Kozhikode.

The team has successfully completed projects for many Indian companies like Bajaj Electricals Ltd., Bajaj Allianz, Hindustan Unilever Ltd., Marico Group, Aditya Birla Group and Bikaji Foods International.

Among its multi-national clients Wiseart

counts DHR group, Fortive Group, E-Clinical, Edelweiss Capital, the Fullerton Group, Aker Power Gas, Jetro and Bayer Crop Science.

In the retail space, Mahesh and his team are executing projects for Kaya skin clinics, Lakme salons, Samsung stores, club houses and “show” apartments for builders.

In 2014, the firm was rebranded Wiseart Design Studio: the word ‘Wiseart’ emerges from the combination of wisdom and art, correlated to the functions of left and right sides of the brain.

On its own, Wiseart has now entered in the real estate market as consultant. “There should be no stagnation of the mind,” Mahesh says. “We all need growth in business and knowledge, and that comes from taking on new challenges.”

3 *The furniture and interiors in Mumbai for the US-based eClinical Works.*

3





4 Weeke BHX-050 Optimat CNC multi-boring machine.

Blessing in disguise

The bankruptcy of America's fourth-largest bank, Lehman Brothers Holdings, in the year 2008 and the subsequent unfolding of the global financial crisis was seen by the Synetics team as a blessing in disguise. Real estate in India took a big hit, opportunities began drying up and ongoing projects saw a slowdown.

5 Homag's BAZ311 Optimat processing centre is the heart of the factory.

But Mahesh was planning their first furniture factory! He already had land in his possession and had managed a corpus of Rs. 1 crore. Initial forays were made to secure adequate guidance from technology providers in Ahmedabad and Bengaluru, followed by factory visits.

And so it was that in the year 2009, Mahesh started out on his first trip abroad: it lasted 21 days and took him to many places in Germany and Italy. He visited the manufacturing plants of the Homag Group in Germany and later the SCM Group in Italy. He was also able to visit their respective clients in the two countries, among them Rempp Kitchens and Duravit.

It was like a pilgrimage, Mahesh recounts. First there was awareness about the many options available to him. Then he had to come to terms with and understand wood and panels, machining, processing and finishing technologies.

And finally wisdom about what to do in India, what to buy from European manufacturers, and how to go about setting up a furniture manufacturing plant. By now the revised plan for the new factory had been pegged at Rs. 7 crore!

Dombivli factory

In May of 2010, Mahesh and his team became furniture manufacturers with the inauguration of their factory. It has a capacity to churn out 1,200 work stations per month, and the modular furniture from this factory goes under the brand name of Wisart.



What Mahesh put in place in the factory were a Holzma HPP-350 automatic beam saw, the Homag BAZ311 Optimat processing centre, a Weeke BHX-050 Optimat CNC multi-boring machine and a Brandt Ambition Series 1650 edge bander.

From the Turkish manufacturer Turanlar came the H-milling and post forming machines and the T-RP135 nib-roller press, a Technogem 120-tonne hot press for lamination of boards. They also added many other smaller machines to support woodworking and state-of-the-art painting process.

Wisart generally works with plywood, particle boards, MDF/HDF boards which are secured from top-of-the-line Indian manufacturers of boards, or even imported if required. In a separate space tucked away in a corner of the factory, a team of workmen machine acrylic sheets, fabricate metal and cut glass for display and retail projects using imported laser machines.

The factory opened up other opportunities – it now also manufactures doors and door frames, chairs and sofas, and modular kitchens. Wisart is now a furniture supplier to builders and online furniture retailers too.

Mahesh employs a team of 70 well qualified professionals including architects and interior designers and engineers in his Vikhroli design studio. In the factory the rolls include highly skilled engineers, ITI-trained machine operators, carpenters and assemblers, and contract labour depending on the requirement.

Each operator is put on various machines on rotation. "That way the operator is capable of handling various machines and becomes versatile. It also ensures that, in the absence of one operator, another can take his place to keep production going," Mahesh adds.

Indian scenario

The woodworking industry is not only vast,



but is set to get organised and expand in a big way in India. But why is the furniture industry lagging? Mahesh points to the tendency among Indians to turn traders and exit businesses after earning a quick buck.

Manufacturing, on the other hand, involves setting up large infrastructure and huge investments in money and time on research and development (R&D). Citing the example of China, Mahesh expects the government to support and assist small and medium enterprises in laying infrastructure and providing incentives for R&D.

“Then there is the question of scales of economy. Look at even the small, family-owned European companies: after exploiting the existing local and regional markets, they have expanded to all corners of the world with niche products. That way, they can still maintain scales of economy and invest in R&D to stay competitive and innovative,” Mahesh notes.

There is also the Indian educational system to hold to account, according to Mahesh. “It is very generalised, with no relation or relevance to real-life needs of the industry,” he says and stresses: “We need skills-based education. And we need to stop looking down on blue-

collar jobs or skilled manual labour.”

There is another pressing need to implement intellectual property rights to not only protect patents and innovations from getting plagiarised, but to also spur R&D efforts in the country. Lastly, Mahesh says, Indian manufacturers of machinery and materials need to follow it all up with user-friendly technology and after-sales service.

Learning laboratory

What, if any, were the pitfalls that came his way? Mahesh points out that, especially in the furniture business, there is no realistic evaluation of risks, no reliable data, no risk mitigation strategy – “but plenty of misleading self-styled consultants”.

On running a factory, he says it is simple: adhere to maintenance schedules and follow processes to the dot; attend to wear and tear immediately; avoid unnecessary engineering to cut costs; and use consumables (glues, cleaning agents) as per manufacturer’s recommendations.

But to err is human, isn’t it? Mahesh admits that mistakes happen out of lack of awareness or ignorance. But businesses must always own up responsibility and take corrective action – even if it means paying for the rectification of faults. “Never repeat the same mistake; else it will be taken to be a question of intention,” Mahesh warns.

The Wisart team is not ready to rest on its achievements yet. “It is still a learning workshop and an experimental laboratory,” Mahesh says. “With Homag machines the sky is the limit if you use your imagination.”

Mahesh already teaches as a visiting faculty for design in the Academy of Architecture in Mumbai. Looking back at the lack of awareness and education in the furniture manufacturing field, he says he would be glad to use his factory for internship programmes for those in need of education and experience. Any takers?

6 *Seating and interiors for Green Park Hotel in Pune.*

7 *Brandt’s Power Control-20 edge bander.*





Back to some basics

Modern modular kitchen design should be individual, unconventional and simple. In addition to room dimensions, windows, doors, electricity and water connections, there are a few other basic things to consider when planning a kitchen.

The most important thing is how to arrange the central work areas in the kitchen: cooking, storage and washing. The established principles are: one or two runs of units are extremely beneficial in a small space. But 'L' and 'U' shaped kitchens work well in any size space. Island kitchens are ideal for large, open-plan spaces.

- Work space: One or two steps to the side and a turn: that should usually be enough! Short distances to move between the work areas save a lot of time. Whatever your client needs should be quickly accessible in the niche system or niche units.
- Storage space: Space in a kitchen is never enough, so don't waste it. Use corners, the area under the sink and plinth drawers. Extra-deep, extra-high or extra-wide units create additional space. If the interior is tidy and functional, you can fit more in.
- Base units: There is really no need for base units with carousel doors. Drawers and pull outs are the ergonomic alternative which will save all that awkward bending.

Full pull-outs can be pulled out all the way so that the user gets a clear view of all the contents and can access them easily. Choose corner base units with carousel shelves or swivel mounted shelves, so that your clients don't have to stretch to reach into the furthest corners.

- Wall units: These are great space creators, but make sure your client has plenty of room to move, especially in small kitchens. Roller shutter units and wall units with flap, lifting or folding doors can be opened in a space-saving manner and ensure that there is sufficient headroom.
- Tall units: Storage units with pull-outs or internal pull-outs are also more ergonomic. Walk-in tall units are also an alternative.
- Mobile units: With flexible units – base units on wheels or a cooking table – one can change the layout of the room at any time. Stylish shelf systems and individual shelves are ideal for open-plan room designs. They create a seamless transition between the kitchen and the living room.
- Operating systems: Handle-less kitchens are in "in" thing nowadays. Touch-open and soft-close hinges make it possible. Handles can, if not chosen wisely, come in the way, cause injury, or collect dust and grime.
- Appliances: Don't make life in the kitchen any harder than it already is. Refrigerator, microwave, oven and dishwasher can easily be installed at a higher level. Don't forget to mark out adequate space for extractor hood, freezer, hob, etc.
- Lighting: Those working in the kitchen need to be able to see what they are doing on the work surface, so ambient lighting is important. Additionally, one could incorporate niche lighting to segregate and highlight work, storage and washing spaces.



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Business can be a pleasure, or a pain



1

Whether you have a running factory, a struggling retail venture, or plan to enter the kitchens business, it is important to hire an experienced consultant

1 *Entrepreneurs must identify the target customer, the segment to focus on, the cost of the kitchen and formulate a marketing plan.*

By H.N. Murali

The scope for growth of the kitchen sector in India is at its brightest right now, with increasing awareness in the market and mass conversion of traditional kitchens to the modular format – not only in metropolises and cities, but also in smaller towns, even villages.

The demand is so great that one need not take on the entire gamut of manufacturing, marketing and retail or on-site assembling of kitchens. There are opportunities to turn original equipment manufacturer to existing brands, or supply to new business ventures in kitchens. For example:

- Manufacturing wooden components like carcasses and shutters
- Manufacturing stainless steel baskets, fittings and accessories
- Retailing accessories and appliances along with kitchen hardware
- Setting up a franchisee outlet for a known brand of modular kitchens
- Working as a freelance designer for online kitchen companies.

However, everyone within the industry finds one or the other aspect of manufacturing and/or marketing posing a challenge to the business. The first among them is feedback from the local market, where self-taught

carpenters have ruled the roost, employing traditional methods and tools.

Most customers are unhappy with the final product, executed by hand-held (and often obsolete) equipment. The most common mistakes committed by traditional carpenters are:

- Skipping the water level check before fixing the cabinets, thus creating uneven counter levels that result in alignment problems
- Using worn-out drill bits, resulting in less-than-acceptable torn/rough edges to carcass boards and shutters
- Using uncalibrated measurement tapes or right angles, which cause minor errors initially, but which result in major deviations at the time of finishing
- Incorrect choice of screws and hardware and incorrect placement and fitting leads to long-term maintenance issues.

Business sense

Before venturing into kitchen manufacturing/marketing, a businessman must have a proper understanding of the industry as a whole. One needs to understand the costing system, get an idea of the investment required, work out his/her overheads and estimate a working capital of up to six months for smooth operations.

Sound knowledge of market trends and of the players in the market (that one is likely to compete with) is also a prerequisite to launching a kitchens business. An entrepreneur needs to identify his/her target customer, the segment s/he wants to focus, the cost of the kitchen, marketing plan, etc.

Quite often in India, entrepreneurs have ventured into this business without adequate preparation. An entrepreneur has to have sound technical knowledge of the design concept, technology available, and the material used in common, their advantages and disadvantages.

There is a need for proper understanding of manufacturing technology, machinery and factory organisation; use of good quality boards, glues, edge bands and finishes; deploying trained staff for production, marketing and delivery/assembly. If attended to carefully these pre-conditions help avoid wastage, reduce logistics costs and minimise post-sales maintenance problems.

For example, when planning production, the business must ensure sufficient power is available, not only for machines purchased today, but what you may add at later stages. As a thumb rule at least 40 HP of power is required for a small factory.

Product marketing

Product development can help establish a reputation and an identity in the market, where you can overcome the competition

from competitors. Once the quality of any product is established, the next big question is: What will be the cost?

Effective costing is very important, where profits are maintained by reducing wastage, optimising material use, effective manpower management, sourcing from the right vendor – and by not cutting corners!

When the operation is well planned we optimise the performance of the team. But if a team has to keep going back to a project time and again – due to lack of good planning, or in failure to arrange right materials and hardware, or for any other reason – it affects the performance and also increases the overheads.

Showroom design, sales setup and marketing are the most important aspects for a kitchen vendor. It is the main “pain point” of many a business venture.

Architects and interior designers are the key people who can shift the market towards modular products. But there is a distinct disconnect between the specifiers and the specifics of modularity. That is why the sales and marketing teams have to be adequately coached.

Customer utility and a convenience driven approach is the best way to promote sales. And a touch of honesty in this process will convince the customer and make him/her feel good and valued.

▣ *Customer utility and convenience-driven approach is the best way to promote sales.*





Effective costing is very important, where profits are maintained by reducing wastage, optimising material use, effective manpower management, sourcing from the right vendor and by not cutting corners.

– H.N. Murali, MD,
Spyce Kitchens



Help at hand

There are many other “pain points” the industry needs to deal with in order to be successful in business. Many kitchen concepts and products need to be made cost-effective to attract buyers towards modular products.

Modular kitchens – especially in India – need to be made more tropicalised, possibly by using PVC/ WPC to protect the kitchen from moisture.

Not least is the negative image traditional carpenters have towards new and innovative materials: from wood-based boards and panels to branded glues and edge bands, more accurate power tools to moisture- and scratch-resistant finishes.

Adopting a “trial and error” method is no longer viable, because it results in poor concept and execution, wastes valuable time and energy. It makes good business sense to find the right support system: a good consultant who can help you understand the industry, the dynamics of the market, nuances of systems, process and operations.

The money you spend on the entire business setup gets its worth from this one action!

– *The writer started Spyce Kitchens in Bengaluru in 2007 and has been rendering turnkey assistance in modular kitchens, storage solutions and value additions to the entire product range. He now provides consultation services to architects, interior firms and online kitchen retailers, as well as entrepreneurs who aspire to enter the modular kitchen industry. He can be contacted at hnm@spycekitchens.com.*

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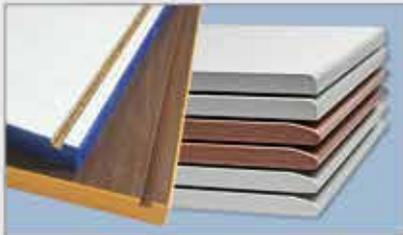
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Hettich lightens up the island space

1 *The wall that can be moved down with LegaMove makes the island kitchen an interesting space.*

2 *The new track, SlideLine sliding door, provides the option of designing the midway section to suit any preference in combination with a wall unit.*

3 *LegaDrive, combined with ArciTech with silent push-to-open system, is a functional marvel difficult to resist.*

A spectacular kitchen island can provide the last word in design aesthetics both on the interiors and exteriors. The wall unit that could be moved down with Lega move, the island with a collective splendour of a wide range of options for differentiating Avantech drawers, the new concept with the handle-less designs, along with the new generation of the push-to-open silent function.

These were the focus of attention at the Hettich stand at Interzum (Cologne, Germany, in May this year). The usage of Avantech in aluminum, in steel, in different colours – and that too in the preferred designer profile – was demonstrated to give clarity to the customers of the versatility of the products.

There is space for all kitchen appliances on the pull-out shelf which glides out on Quadro runners. The optional designer profiles added highlights to the InnoTech Atira and ArciTech drawers.

The following kitchen idea redefined technology that is handle-less, convenient and ergonomic. With LegaDrive to lower the kitchen walls, making it easy to get the dishes out and put them away, and ArciTech with silent push-to-open system – that too mechanically, without electrical assistance – is a marvel difficult to resist!

A visual display of a handle-less refrigerator and freezer is made possible with Easys opening system, in which the doors open electro-mechanically at a slight touch on the front panel.

The new track, SlideLine sliding door fitting, provided the option of designing the midway section to suit any preference in combination with a wall unit. The WingLine L folding door system for a vertical grid look was also on display. InnoTech Atira, the new InnoTech is another technological marvel to look out for.



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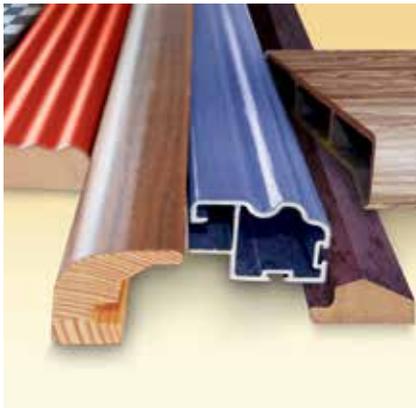


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Decora offers top-of-the-line boards

■ About 300 decors in the Egger collection for 2017 are arranged into nine grids and 22 scintillating textures to meet various needs.

A kitchen is one of the most important spaces, just like other rooms in the house. It is a place where conversations take place, gossip is exchanged, and a family unites. While so much takes place in the kitchen, having a beautifully designed kitchen is of paramount importance.

Modular kitchen decor and colours tend to top the chart. Today, Decora Group is offering India's largest and most styled collection of ready-to-use decorative panels for the kitchen industry.

Ornare panels

Its Ornare panels are manufactured with the utmost finesse and precision using the revolutionary PUR technology from Germany, incorporating the finest raw materials like acrylic gloss surfaces from Europe and substrates from finest manufacturers in

Thailand and Indonesia.

Environment-friendly (free of hazardous tin-organic content and heavy metals like lead and chromium), recyclable and child-friendly, each panel offers peace of mind, no matter where it is fixed.

The glossy and lustrous surface of an Ornare panel also adds a touch of elegance to your every nook and cranny. The range of applications for Ornare acrylic gloss panels includes modular kitchens, wardrobes and walls. Pairing Ornare with a high-gloss matching, or contrasting edge banding, creates a high-gloss piece of furniture that is truly beautiful and incredibly functional.

Offered on HD-HMR, MDF and plywood substrates in solid and metallic patterns and wood-grain hues, there is no limiting what you can create with the multitude of possibilities they present.

Ornare also offers anti-scratch gloss panels, textured acrylic panels and super-matt panels.



HD-Lux panels

Glossier, stronger and more affordable, HD-Lux panels are produced using environment-friendly E1 grade MDF panels. Acrylic lacquer coatings are applied on to the panels utilizing a patented base primer coating providing a highly abrasion-resistant finish.

The brilliant degree of gloss is > 91 gloss. The seven-step coating process provides a highly protective film offering HD-Lux a high level of scouring resistance. The advantages: less damage when processing and installing the finished product, which is durable and resistant to moisture.

HD-Lux connects the high-quality look and feel of modern surfaces with economy and ease. It comes in stunning finishes rich in colour and patterns. HD-Lux panels are offered in 18mm thickness and are the ideal solution for creating decorative walls, architectural elements, kitchen cabinetry, closet organizers, offices, and much more.

Polimero panels

The Polimero collection applies state-of-the-art PUR adhesive technology to the very latest generation of polymer decorative surfaces, offering stunning and elegant interior design solutions. Polimero high-gloss boards are manufactured to meet stringent international quality standards and suit any residential or commercial project where a ripple-free easy-to-maintain high gloss finish is desired.

Polimero panels create modern, graceful furniture combinations with mirror-shine for kitchen, bath, home, office and all other decoration projects. These panels are resistant to wear, impact and scratches, reflect the naturalness of wood and enrich interiors with a variety of colours and a mirror-like gloss.

This exciting new range offers the professional interior designer fresh and imaginative decor combinations, including vibrant high-gloss and matt solid colours, high-gloss modern wood grains and unique textures like leather and linen... Tomorrow's finishes, here for the designer today!

European range

From a comprehensive range of decors to a full suite of supporting products and services, everything has been designed to allow you to work with speed, confidence and success. Egger customers from furniture industry get exactly the right materials and services from us to individually meet customer's needs.

All 300 decors in the Egger collection for 2017 are arranged into nine grids and 22 scintillating textures, to provide you with a clear orientation. The range is available in all major substrates: pre-laminated boards, ABS edge banding and laminates, all in matching decors and textures.

The Gurugram-based Decora Group is going to stock PerfectSense matt panels, FeelWood premium wood grains and EuroDekor range, including the finest wood grains and material patterns.

PerfectSense matt is a premium category finish with an MDF substrate that finds applications in wall paneling, wardrobes or furniture fronts. It comes with an anti-fingerprint finish.

FeelWood has synchronized pore textures – until now reserved only for wood veneers – that add expression and character, depth and realism, all with the aim of making them indistinguishable from the original material. For more information write to care@decora.in.



Practical ideas from Blum create more space

Storage space is of great value in modern kitchens. Blum presented solutions that create additional storage space at Interzum 2017, in Cologne (Germany). Smart applications such as an innovative plinth pull-out, the Space Tower storage wonder and narrow base units use every inch of space available in kitchens.

1 Use the space under the sink with Blum's special U-shaped sink unit.

If you have little space, it's a good idea to use the full height of the room. A plinth pull-out with a step has two-fold advantages. First, it gives you easier access to the upper shelves of your wall cabinet. Second, the pull-out under the step provides extra storage space.

2 Blum's plinth pull-out gives you access to top wall cabinet shelves and extra storage space in base units.

Equipped with servo drive or Tip-On Blumotion, the plinth pull-out opens with ease with a gentle nudge of the toe. This means you can use every inch of space from ceiling to floor!

Blum's sink unit is another idea for creating extra storage space. The U-shaped pull-out uses commonly wasted space under the sink and provides storage space for sponges, washing-up liquid and other cleaning utensils.

The large pull-out under it contains waste bins and, for example, other cleaning agents.

You can't afford to waste any space if you want to fit a lot into a small area. The Space Tower larder unit comes in all heights, widths and depths and can hold provisions of all sizes. In contrast to conventional larder units, the Space Tower gives you a whole additional pull-out and provides easy and unhindered access to contents from all three sides.

In addition, the pull-outs open individually so you don't have to pull open the weight of the entire cabinet to remove one item. Equally, when planning kitchens, you might sometimes be left with a small gap, for example between electrical appliances and the wall.

Narrow cabinets with pull-out systems by Blum are ideal for filling the gap and creating extra storage space. These filler cabinets boast top quality motion and user convenience that is typical of Blum. (www.blum.com).





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Slim drawer system from Ebco



Be it our lifestyle or routine chores, we always prefer to stay highly organised. As it is rightly said, a clutter-free life always helps us live a simpler and easier life.

But when it comes to our kitchen or wardrobe, drawers are the place which we often tend to turn a blind eye on it. We all like to have a drawer system to stack our routine stuff; but when they are not organised properly it becomes a daunting task for everyone.

ProMotion slim series drawer system from Ebco is apt for any kind of interiors. ProMotion drawer system's sleek straight line design gives elegant and stylish touch to your kitchen. Its internal drawer organisers are suitable for customising storage the way you want.

Special Features

- Unique, unparalleled drawer which is 2-sided in metal
- Internal drawer organisers allow customisation
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- Suitable for kitchens, living rooms, bathrooms and office furniture

(www.ebco.in)



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Wall seal profiles, plinth systems from Rehau

1

True perfection lies in the detail. This is why, in addition to surface materials with matching edge bands and tambour door systems, Rehau also develops matching finishes: the Raubase kitchen plinth system forms a convenient basis for modern furniture design.

There are inconspicuous products, which nevertheless play an important role in the overall design of a kitchen. For example, there are wall seal profiles that are used between the kitchen worktop and the wall to seal the joint with the wall and prevent ingress of dirt and moisture.

1 *The Rauwalon perfect-line wall seal profile creates a visually flawless wall connection.*

With Rauwalon perfect-line, Rehau also presents a complete reinterpretation of conventional wall seal profiles with an invisible lower sealing lip. All system solutions here combine a high design standard with many functional advantages.

Rehau is able to match the appearance of the wall seal profile exactly to the design of any worktop. Rehau has various system lines in its range here.

2



2 3 *The Rauwalon slim-line is a purely glued variant, the Rauwalon slim-line plus is with a combination of glue and screws.*

3



Whereas wall seal profiles previously had visible sealing lips at the top and bottom, the lower sealing lip of Rauwalon perfect-line is no longer visible. The transition between worktop and wall seal profile is less conspicuous – for an intricate design and with no loss of protection from moisture.

Rauwalon slim-line plus – the professional variant of the intricate range – is a new addition to the wall connections family. Silicone joints may be cheap but they have the major disadvantage of very quickly becoming very dirty. The Rehau joint profiles are a clever alternative, available with two different applications: Rauwalon slim-line for domestic use, and product innovation Rauwalon slim-line plus for the professional area.

The two-part Rauwalon slim-line plus system is an alternative to the purely adhesive Rauwalon slim-line variant. With its combination of glue and screws or nails, it is suitable for all stability requirements but as visually intricate as Rauwalon slim-line.

Rehau offers the entire Rauwalon product range in matching designs with all standard worktop collections and edgebands. The standard stock now comprises over 160 different decorative designs. In the non-standard area, Rehau has over 800 decorative designs in its range.

Thanks to Raubase kitchen plinth systems, the need painstakingly to coordinate multiple components with each other is a thing of the past. The plinth system comprises coordinated kitchen plinth covers, connectors, external and internal corners (90° and 135°) as well as end caps.



The hollow section profiles of the plinth covers feature a soft, invisible sealing lip, which forms a reliable buffer against moisture and dirt in the kitchen. Raubase kitchen plinth covers are available in nominal heights of 100, 125, 150 and 225 mm.

The spring steel cover clip available as an option allows precise and time-saving installation of the kitchen plinth covers. The pressure strength of the fixing clip guarantees optimal pressure on the plinth cover sealing lip at all times – precise and time-consuming alignment of the fixing elements with the plinth legs is no longer required.

4 The Raubase kitchen plinth covers are available in nominal heights of 100, 125, 150 and 225 mm.

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We believe in 'Make in India' mission

With nearly two decades of professional visits in and out of India, **Mr. Rainer Kampwerth**, Director for Kleiberit's PUR and industrial coatings, has read the market well. He told *WoodNews* recently how things have changed, and where the Indian furniture industry is headed.

Mr. Hemanth Kumar, General Manager, Kleiberit-India, joined the conversation. Excerpts:

In the 15-odd years that you have been visiting India on business, what has changed?

I was initially involved with the handicrafts sector, especially in Jodhpur and Jaipur. But even here, now I can say that the use of machinery and top quality material is being used. Production has gone up, as have exports from India.

As Kleiberit expanded in India, I saw the introduction of the latest furniture manufacturing methods and technology, to increase production, to meet the increasing domestic demand. Production itself is now focused on higher capacities and global quality standards.

This has happened mainly on account of a better informed and educated market. Many Indians experienced good furniture design and high standards in materials used, during their stay abroad, and now expect it to be available in the domestic market as well.

This, coupled by cheap imports from China and South-East Asia, forced Indian manufacturers to take notice of the competition. As a result, top managements of furniture manufacturing units in India educated themselves about the latest manufacturing machinery, trends in materials, adhesives and finishing technology.

They also helped their technicians and





The Indian market is picking up, with a focus on more and more colours, textures and finishes.

operators gain better knowledge and experience to raise the bar in the domestic market. Kleiberit has long been a reliable partner in the education and skill development of the Indian woodworking industry.

Hemanth: Up until 1998 there was nothing as an Indian furniture “industry”. With the advent of the information technology (IT) sector, the demand for office spaces and furniture prodded some manufacturers to take up the challenge. But they were severely handicapped by the scarcity of raw materials – solid wood as well as good quality panels – and technology for furniture manufacturing.

Where do we stand vis-a-vis raw material supply?

Hemanth: The demand for plywood in India is very high, and that consumes most of local wood resources. There is not enough sustainable production of timber across the country.

Moreover, regional differences in cultures, climate and construction practices puts paid to any standardisation of products or achieving scales of economy in manufacturing. There is no standardisation even in the building construction industry in India.

Reiner: I would say scarcity of raw material should no longer be a handicap. Look at Turkey, which in many ways resembles India. It does high-volume production of fibre boards from timber imported from Europe and the Americas. In fact today Turkey is among the largest producer of boards and panels in the world, with production plants in many countries.

How real is the growth in India?

Hemanth: First, labour-intensive manufacturing has given to production lines with partial automation and huge investments. The market is picking up in coating applications, especially in the last 3 years, with the focus being more and more colours, textures and glossy finishes.

The real drivers in this sector are the doors and windows and shutters segment. In fact so big is the demand that even the likes of Greenply Industries and Greenlam have come up with a vast range of products.

How does India compare, for example, with Malaysia and Vietnam?

Both are very high-volume producers, but mainly for the export markets. These are resource-rich countries. They were chosen by foreign economies for technology and capital investments to meet the requirements of their own markets. Barring handicrafts, India has been manufacturing to meet the domestic demands alone.

How would you rate the Indian furniture industry?

India is a safe and stable market, politically and economically. It is also a market with such huge potential that producers and suppliers from across the globe are eyeing it.

The average incomes in India are still very low, but that is changing. The middle class is spurring the demand for factory-made home furniture across the country.

Young people in management and new entrepreneurs are ushering change in manufacturing technology and production strategies to deliver quality products.

There are no recognisable ‘brands’ from India. Is that healthy?

To me Merino comes instantly as an example of a laminates producer that is recognised ▶

globally. Vietnam, for example, has no brands, but its reputation as a high-volume, high-quality manufacturer and supplier is beyond doubt. Branding of its products is done by its customers in Europe, the US and Japan.



India does not have many brands, primarily because there are not many in the export side of the industry. For branding, Indian manufacturers will have to go beyond domestic markets; they will have to export on

Kleiberit has a larger palette of finishing solutions tailor-made for India.

competitive terms as manufacturers of modern furniture. Such an approach will also drive the Indian industry and economy.

What about competition Kleiberit faces in the Indian market?

PUR chemistry for surface treatment is our strength. And although I must admit that India is not an easy market, figures show that we are leaders here too! That said China is knocking on all doors leading into India.

But Kleiberit has a larger palette of solutions tailor-made for Indian manufacturing conditions. They have been proven more cost-effective than many imports. Let us not forget that Kleiberit has, with its 29 subsidiaries, met such challenges across 96 countries in the highly competitive global markets.

What can Indian manufacturers expect out of Kleiberit?

We offer the latest in manufacturing technology and full knowhow – what you in India call transfer of technology. In fact, we think the ‘Make in India’ mission is a wonderful idea: it is a step in the right direction!

Besides, being an important process partner, Kleiberit has been in constant cooperation with its clients worldwide in project planning, installation and commissioning of production facilities. Our relationship with Merino Laminates in India is a prime example. And then there is the constant innovation – new processes, new treatments, new colours and new finishes.

Hemanth: Our support to clients goes beyond sales and service. We constantly cooperate with them even after resumption of production. I would go so far as to say our relationship actually starts after delivery of the initial supplies!



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Birla Cellulose jumps in Hot Button Report

Birla Cellulose, a member of the Aditya Birla Group, has been ranked Number one globally by the Canadian NGO, Canopy, in its Hot Button Report for its work on the conservation of ancient and endangered forests.

Birla Cellulose rose in the updated and expanded edition of the Hot Button Report, which ranks 11 viscose rayon producers, representing 70% of global viscose production.

“We are proud of the global industry leading ranking of Birla Cellulose and thank Canopy for acknowledging our sustainability efforts from forest to fashion. This reinforces our belief that sustainability is core to our business strategy,” said Mr. Dilip Gaur, Business Director, Pulp & Fibre, Aditya Birla Group, and Managing Director of Grasim Industries Ltd.

“At Birla Cellulose, we use only sustainably sourced fibre for our pulp operations,” said Mr. Vinod Tiwari, Chief Operating Officer (Pulp Business) at Birla Cellulose. “We have plans to further support in traceability, certifications and sustainable innovations.”

This year the ranking features five new criteria, including priorities on conservation solutions and transparency, where Birla Cellulose has leader scores. The report is highly anticipated by over 105 global brands, retailers and designers that are part of the Canopy Style initiative. It has become a go-to resource for fashion brands since it was first published in 2016.

The Aditya Birla Group is a US\$ 41 billion multinational, in the league of Fortune 500, with operations in 36 countries across the globe. The wood from its specially managed plantation is used in the production of cellulose. These fibres degrade completely and naturally, without leaving any residue.

Spunshades, its spun-dyed viscose fibre, is coloured by injecting the dye into the fibre itself, eliminating the need for conventional dyeing and saving more than 30 litres of water per metre of fabric.

Birla Cellulose is in the process of getting life cycle assessment for its product offerings. LCA is a technique used to assess the environmental impact associated with all the stages of a product's life, from raw material extraction through materials processing, manufacture, distribution, use, repair and maintenance, and disposal or recycling.

How do buildings impact our health?



How do green buildings impact our thinking, sleep quality and health? Researchers at Harvard T.H. Chan School of Public Health and SUNY Upstate Medical University are recruiting 100 office buildings from around the world to be part of a new, first-of-its-kind study to examine the effects of global indoor environments on employee productivity and health.

For the next three years, the research team will assess employee cognitive function performance – a key indicator of productivity – using a proven, standardised app-based process. Participants will get the ‘ForHealth’ kit from the Healthy Buildings team at Harvard that includes an environmental sensor for their desk and a wrist monitor to easily capture feedback on sleep and physical activity.

The sensors connect seamlessly to a custom-built ‘ForHealth’ app that integrates data from the sensors and is used to administer the tests.

“Much of what we know about things, such as exercise and nutrition, comes from the great human epidemiological cohort studies, like the famous Nurses’ Health Study,” said Dr. Joseph Allen, Assistant Professor of Exposure Assessment Science at the Harvard T.H. Chan School of Public Health. “We haven’t had a similar study done for buildings, until now. This is a powerful study design that will allow us to quickly expand our knowledge of how buildings influence health across all nine Foundations of a Healthy Building,” he said.

Human performance

The launch of the new study builds on the acclaimed COGfx studies, which revolutionised the concept of “green” building by unveiling its impact on human performance. COGfx research shows significantly improved cognitive function scores among employees in green building environments.

This new global study aims to better understand specific building-level factors that deliver improved thinking, productivity and

health in building occupants around the world. The first COGfx study set the methodology and found a doubling of cognitive test scores when participants worked in a setting optimised for indoor environmental quality, like those found in “green” buildings.

The second study took the research out of the lab, connecting “green” building with occupants’ health and productivity in ten office buildings across geographic regions in the US, finding a 26% improvement in cognitive test scores for those working in certified “green” buildings.

Now, this third study will scale the research to further explore the connection between “green” buildings and human performance around the world.

United Technologies is working to accelerate the “green” building movement around the world. With an expanded value proposition that now includes productivity along with energy and water savings, it hopes more building investors, owners and tenants will choose “green” building.

UTC Climate, Controls & Security is a leading provider of heating, ventilating, air-conditioning and refrigeration systems, building controls and automation, and fire and security systems leading to safer, smarter, sustainable and high-performance buildings.

To kick off the global study, Harvard has engaged with JLL, a leading professional services firm to sign up the first cohort of buildings. JLL specialises in real estate and investment management, and with operations in more than 80 countries, they have the ideal geographic reach for the COGfx global study.

Initial findings from the first set of buildings are expected in 2018. Building owners interested in participating can apply online via www.thecogfxstudy.com.

Wherever a car can go, 'Tikku' can grow

At Helsinki Design Week PEFC makes a point on micro-homes made from CLT

Can you build a house overnight? Can it be beautiful, stylish and sustainable? The answer is yes – as the thousands of visitors to the Helsinki Design Week can testify!

For the fourth edition of PEFC Wood Works, PEFC Finland teamed up with architect and environmental artist, Mr. Marco Casagrande, to showcase the future of living to the people of Helsinki, capital of Finland.

As cities become more densely populated, we must find more agile ways to build, and live in, new housing solutions. What is the solution?

In the centre of Helsinki, PEFC Wood Works constructed a micro-size apartment on just one parking slot in just one night. 'Tikku'

(stick) is a demonstration of dense urban housing and Finnish wooden construction.

Even better, all the wood used in the installation comes from sustainably managed, PEFC-certified, forests. "The PEFC Wood Works design concept connects the users of wood with its sustainable origin," said Mr. Auvo Kaivola, National Secretary of PEFC Finland.

"We tell the story of wood from the forest to design by collaborating with designers working with the material. The aim is to raise the appreciation of wood originating from sustainably managed forests and the various ways it can be used," he concluded.

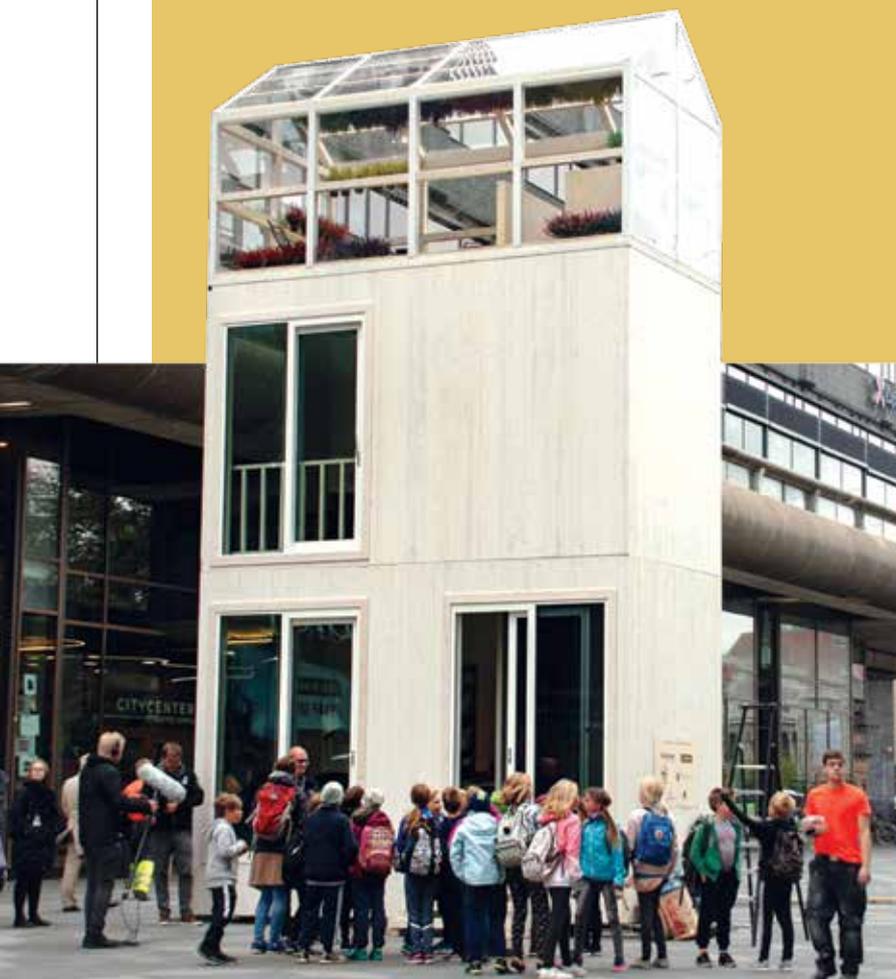
PEFC Wood Works concept has been part of Helsinki Design Week for many years, establishing a position for itself within the programme.

'Tikku' is a micro-apartment building with a foot-print of one car parking place 2.5x5 metres. It is assembled out of spatial modules of cross-laminated timber (CLT) and can be erected on site overnight at any car-city of the world. CLT is five times lighter than reinforced concrete.

'Tikku' is a safe-house for neo-archaic bio-urbanism, a contemporary cave for a modern urban nomad. It will offer privacy, safety and comfort. All the rest of the functions can be found in the surrounding city.

'Tikku' is self-sufficient. It produces its own energy with solar panels and it has dry toilets. Fresh water is carried in. Showers, saunas, laundry machines and food is around. No added insulation is needed.

With normal streets 'Tikku' does not require any foundation: it will just simply stand on the street. There is a sand-box in the bottom, balancing the building. The functions and combinations of the spatial modules are endless. For example: room, green-house, office, shop, kitchen, sauna, dojo, workshop, hotel-room, knitting, etc.



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Our ideas become carefully defined projects, which take into account the peculiar production requirements as well as the need to customize the parts with significant elements and details.

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Market for wood fibres growing

1



More than 30 compounding companies across Europe will produce over 80,000 tonnes of granulates from wood and natural fibres in 2017, according to the organisers of the Bio-composites Conference, which takes place in Cologne (Germany) in December this year.

This is in addition to the substantial amount of wood and natural fibres employed in direct extrusion, compression moulding, 3D printing and various thermosetting processes, largely for composites for the construction, furniture, automotive and consumer goods industries.

These bring total European bio-composites production in Europe to an annual 4,00,000 tonnes.

There are many reasons to fill or reinforce plastics with wood or natural fibres of all kinds, says the Nova Institute. The look and feel of finished products plays a role in differentiation, especially in household, consumer goods and toys.

Weight savings, shorter cycle times, scratch resistance and a lower CO₂ footprint are what matter when selecting them for technical applications and use in the automotive industry.

In combination with bio-degradable plastics, products are also being manufactured for agriculture and horticulture, as well as for special applications such as filter balls and coffee capsules.

Today, in addition to experienced component manufacturers who have been offering a wide variety of bio-composites for years, there are new suppliers on the market who want to use new technologies to produce and market even better granulates.

Common petrochemical plastics are PP, PE,

PVC and TPE/TPS while increasingly, biopolymers such as bio-PE, PLA, PBS, PBAT or PHA are being used.

Depending on the target application, natural fibres used include wood flour, wood cellulose and bast fibres such as hemp, flax, jute or kenaf, as well as bamboo, cork and the fibres of sunflower seed shells. The fibre content for injection moulding granulates is usually between 20-50%.

However, only a few manufacturers are able to produce and sell quantities of 10,000 tonnes per year or more. The largest producer is the Portuguese company Amorim, with its cork granulates, which are employed in everything from shoe soles to advanced composites. Many producers are still less than 1,000 tonnes per year, although some of them have very substantial growth plans.

Over the next few years, additional capacities of more than 50,000 to 3,00,000 tonnes are scheduled. Quality and prices have improved steadily over the last few years and many granulates have an attractive price-performance ratio.

On the other hand, some new producers have not succeeded in establishing commercial quantities and have withdrawn from the market, while others have reduced their expansion plans significantly. Overall, it is clear that the number of applications and total production are increasing, but growth rates are lower than expected.

The Nova Institute's estimate of 80,000 tonnes of granulates produced in Europe in 2017 represents a threefold increase compared to 2012, but it may take a few more years before quantities of several hundred thousand tonnes are reached. (www.biocompositesc.com).

1 Weight savings, shorter cycle times, scratch resistance and a lower CO₂ footprint are what matter when selecting bio-composites for technical applications.

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Aristo scales up on the sliding door



1



2

1 The doors stand independent of the carcass, giving designers freedom of expression.

2 Aristo's floor-mounted sliding door systems independently complement modular wardrobe carcasses.

Sliding doors have evolved over the years since the raw aluminum track-based rolling shutters of the 1990s, until panels made from laminated plywood became popular.

The trend setter in the field were Germans hardware companies who dominated the market with their signature top-hung systems with sleek hidden tracks and the ability to make wardrobes independent pieces of furniture. Their success lay in their ability to migrate the unorganised carpenter-dominated interior market to their new products and engineering standards.

The last decade belonged to young professional designers and architects who evolved into a leading force in new homes and reshaping the way the new generations lived. They brought with them a new ethic that used more sophisticated, better engineered products with a premium placed on finishes and designs.

The new crop of sliding systems fit that bill perfectly, with their floor-mounted sliding door systems that independently complemented modular wardrobe carcasses. Designers now have the tool to execute to the fullest extent of their creative potential.

Today a new set of companies have moved into the floor-mounted sliding door space in India, led by Aristo, Komandor and Raumplus.

Design possibilities

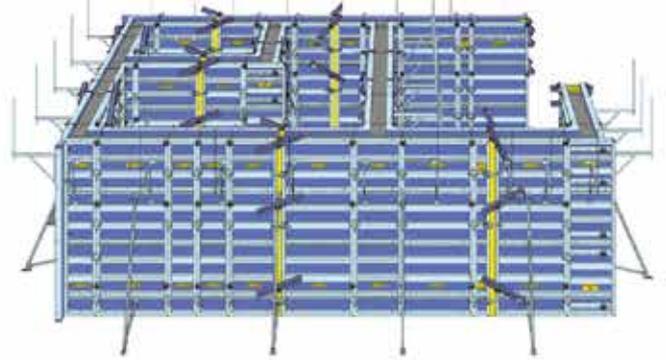
Aristo doors allow designers to play with large floor-to-ceiling majestic wardrobe doors in 300 colours on glass and panels, a range of wood veneers and laminates, as well as customized offerings like fabric and wallpaper inlays. The doors stand independent of the carcass giving designers the freedom of expression that they have been waiting for.

These sliding doors ensure the wardrobes not only look great but function smoothly and get executed at the project site without fuss and with reliable and quick service. The floor mounted engineering means that the doors move smoothly and predictably for several years.

The company feels that the evolution of the Indian market to European standards was only a matter of time and today, widespread and quick adoption of the floor mounted sliding doors system is being seen in a market dominated by the older sliding door systems. The simple, yet robustly engineered, bottom mounted sliding door system differentiates itself from the complicated same-line top suspended sliding doors systems by its smoothness and efficiency.

Bengaluru-based Kelachandra Brothers is the pan-India distributor for Aristo, the Russian brand. (http://www.kbros.co.in/aristo_sliding_systems)

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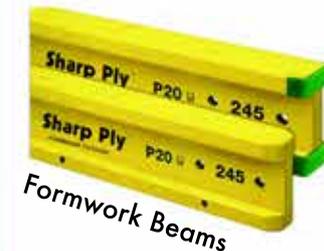


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New microsite for self-adjusting toggle clamps



1

1 Toggle clamps can adapt automatically to various work piece dimensions while keeping the clamping force the same.

2 One size of the self-adjusting toggle clamp can replace several sizes of conventional models.

The over 125-year-old German clamping tool specialist, Bessey, has launched a microsite to mark the 5th anniversary of its STC self-adjusting toggle clamp range that provides an extensive range of information on self-adjusting toggle clamps.

The microsite informs visitors about the benefits of these special-purpose toggle clamps, which can adapt automatically and in a continuously self-adjusting manner to work pieces of varying thicknesses.

The microsite also provides detailed descriptions of the horizontal, push-pull and vertical toggle clamps, which are equipped with self-adjusting mechanisms covering all relevant information. These include, for example, images of the toggle clamps in practical use, brief descriptions with references to the base plate versions as well as technical data sheets and downloadable 3-D CAD data.

Designers, craftsmen and buyers can find technical details and interesting facts about the unique range of accessories as well as exciting excerpts from the history of the range

The variants that feature a horizontal base plate also include links that take the user straight to matching accessories. In this way, the range of advanced application possibilities involving the toggle clamps and welding or multifunction tables is clear to everyone.

The aim of the refinement process is to eradicate the most significant

disadvantages of traditional toggle clamps – time-consuming adjustment of the clamping range and lack of options to vary the clamping force. The developers succeeded by applying the principle of the screw clamp.

This led to the invention of toggle clamps, which can adapt automatically to various work piece dimensions while keeping the clamping force more or less the same.

The clamping screw is no longer manually adjusted, allowing the user to work up to five times faster. The clamping force can also be increased to 2,500 N by way of an adjusting screw in the joint.

Due to its extensive clamping range, one size of the self-adjusting toggle clamp can replace several sizes of conventional models. Bessey has gone on to incorporate the patented mechanism in its horizontal, push/pull and vertical toggle clamps.



2

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Hafele glass sliding system for shower cubicles



Hafele's new range of automatic sliding systems ensures smooth transition on highly frequented passages. The light and elegant look allows these systems to easily blend with interior spaces.

The entire automatic sliding doors product line complies with EN16005, i.e. the European standard for safety in use of power operated pedestrian door sets. These sliding door systems are an excellent choice for installation in buildings with wide passages.

Their extraordinary functionality also provides an additional unique "energy save" feature, which means that in the door operating mode they consume less than 0.5Wh of electric power, which is 70% less total power consumed compared to similar products in the market.

The company's new Hydro-80 glass sliding system for shower cubicles is a contemporary, state-of-the-art sliding mechanism combined with a soft brake feature. Besides providing a pleasing soft closing it also enhances safety by preventing fingers being trapped as the door closes, and also protects the glass door itself from impact damage.

Complete range of leveling elements



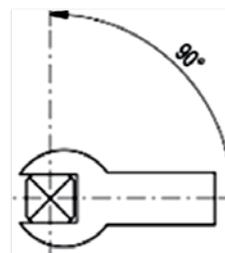
Elesa+Ganter has always focused on satisfying the designers' needs, thanks to the wide variety of standard machine elements, various types of assembly and the range of customisation.

This philosophy has led to the introduction, as standard to the wide range of Elesa+Ganter products, of new leveling elements with AISI 304 stainless steel stem with adjusting square and LSQ, A-SST, LVQ.A-SST, LVQ.F-SST and LVQ.FO-SST techno-polymer bases.

The stems with adjusting square are manufactured efficiently through machining of AISI 304 stainless steel round bar. They represent a cost-effective solution and offer a high ease of use: the adjusting square giving a rotation angle by 90°.

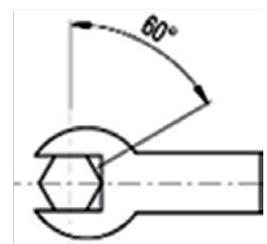
The stems of the new leveling elements with adjusting square SMQ-SST have standard threads (M8, M10, M12, M16, M20 and M24) and same static load as the SM-SST with regulation hexagon, and can also be used combined with LS.A, LV.A, LV.F and LV.FO techno-polymer bases.

Products technical data sheets, along with drawings and tables with codes and dimensions, are available www.elesa-ganter.in.



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Anti-bacterial furniture boards from Finsa



Finsa has recently introduced in India its anti-bacterial pre-laminated particle boards and MDF in a wide range of over 300 designs and decors, designed to keep hospitals, pathological laboratories, clean rooms as well as home interiors hygienic and germ-free.

These laminate surfaces retard the growth of nearly 99% of common form of bacteria on any decorative surface while adding a spectacular look to the overall decor. The anti-bacterial feature is permanent and does not have any shelf life or restricted performance period.

There is a growing demand for such products that prevent the development of germs harmful to health and, after extensive research, these products have been developed by the company.

The boards have been certified by IMSL, a British laboratory known for its research in industrial microbiological services. The tests have been carried out as per the ISO-22190-2011 standard.

These anti-bacterial, pre-laminated boards have been designed to provide resistance to *Escherichia coli* that is known to cause diarrhoea and intestinal infections, and *Staphylococcus aureus*, known to cause a variety of skin and respiratory infections, including meningitis and pneumonia.

Usage of anti-bacterial pre-laminated MDF and particleboards for furniture in hospitals, laboratories and kindergartens reduce the contact with bacteria and viruses and gives complete protection from bacterial growth.

Furniture made of these products and used in restaurants, lounges, restrooms, storage rooms and in high-traffic areas, reduces the risk of contamination and spread of bacteria. It is also useful in home furniture and kitchens, where such bacteria tend to breed.

Finsa's products are available in thickness that range from 2.5 mm to 40 mm and size range to cater to all the requirement of the furniture industry. For more information, email sleek-boardsmarketingservices@gmail.com.

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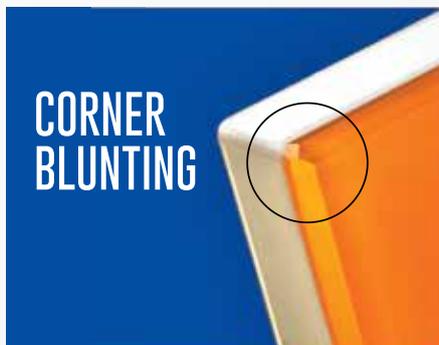
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More machines from the Jai stable

Jai Industries offers 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-320MB (semi-automatic) beam saw

This beam saw with air floating tables offers higher production output with excellent cutting of multiple panels made easy and cost-effective.

Salient features

- Advanced saw carriage with high feed rate driven by rack/pinion
- Guided on hard guide rods for high cutting accuracy
- Easy accessible PLC system control panel
- Uniform holding pneumatic clamping beam
- Equipped with in-feed air floating tables
- Variable feed speed for superior finish for different applications

Technical specifications:

Maximum length of cut	3200 mm
Maximum depth of cut	80 mm
Main saw maximum blade diameter	355 mm
Main Saw arbour diameter	30 mm
Scoring saw maximum blade diameter	160 mm

Scoring saw arbour diameter	25.4 mm
Scoring saw blade speed	7200 rpm
Saw carriage forward speed	6-30 m/minute
Saw carriage retract speed	30 m/minute
Main saw unit motor	15 HP
Scoring saw motor	1 HP
Saw carriage motor	3 HP
Floating table blower motor	4 HP

J-1325VT CNC router

The new machine is a higher quality CNC model that allows greater workability with affordable installation and operating costs.

Salient features

- Heavy steel structure makes machine more stable
- Advance gantry with high feed rate driven by strong helical rack / pinion and wide precise linear rails that ensures high precision cutting accuracy
- Linear type auto tool changer reducing the unproductive time
- Heavy ball screw with high accuracy
- Japan Yaskawa servo motors that gives high speed and great efficiency
- High quality and accurate Syntec system from Taiwan
- A convenient, separate control panel box that allows flexibility and efficiency in machine operating
- Auto lubrication that makes maintenance much easier
- Precision vacuum table with additional vacuum pads for special through cutting





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Technical specifications	
X-Y-Z axes working area	1300x2500x250 mm
X & Y working delicacy	0.0025 mm
Guide-Y axis linear guide	30mm
X & Z axes linear guide	25 mm
Maximum Speed	50,000 mm/minute
Maximum cutting speed	25,000 mm/minute
Air-cooled Italian spindle	9kW @ 18,000 rpm
Drive motors	Yasakawa (Japan) servo
Tool magazine type	Linear with six tools
Reducer	Common belt gear box
Controls	Syntec system (Taiwan)
Oil lubrication	Standard
Vacuum pump & table	Standard 7.5kW air-type pump



J-3000.in semi-automatic curvilinear edge bander

The upgraded machine is extremely flexible for application of PVC/ABS or Veneer on straight or shaped panels. The thickness of banding material can be from 0.5mm to 3mm and the machine is designed to accommodate a panel of 10-60 mm in thickness.

The Edge banding is a semi-automatic machine, wherein the pre-defined length of PVC/ABS to be glued to the laminate can be set for repetitive work piece and the digital temperature controller and the speed regulator maintains the gluing temperature and feed rate of tap respectively to have an effective banding of PVC/ABS to the work piece.

The machine has a specially designed hylum surface working table for heat insulation and side roller support at both ends, which helps in easy movement and feeding of work piece on the table. It guarantees perfect gluing at all times and is versatile and suitable for use by small and large manufacturers.

Pneumatic cutting device can be set to actuate the pneumatic cutter to cut the band for a pre-defined length using an electronic counter.

It has an efficient bonding system made of a glue pot, glue leveller, wiper, extrusion screw and heating element.

Additionally, a specially designed hylum surface working table can be tilted from 0 to 45° and has a unique “Swivel Bar Roller system” for guiding and supporting the work piece.

Salient features

- Electronic digital millimetre counter to adjust the length
- Electronic digital temperature controller with safety circuit, which allows starting the drive motor only when the hot glue has reached the set temperature
- Revolving edge coil holder plate 525 mm Ø
- Double glue rollers in gluing device
- Easy regulation of variable speed

J-4700.in automatic edge bander

This edge bander is an upgraded machine. It is an optimal unit for panel edge pre-milling with two high-frequency compact motors. Its individual pneumatic cylinder is for perfect prepares the panel for gluing. This smoothens the panel for achieving perfect joint line of the edge.

It has a robust feed chain and conveyor system with a German gearbox that gives straight movement and effective pressure on small and big panels.





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

The unit is complete with rotating copiers. To prevent glue from adhering on panel, this liquid is sprayed to lower & upper edge surface of the panel.

Salient features

- Sturdy built heavy-duty machine to suit Indian working condition for precise application of edge banding material.
- Innovative pre-melting sensor operated glue tank having glue drop system that consumes less than 50% glue, compared to other edge banders, which results in increased profits.
- Three, edge banding pressure rollers actuated by pneumatic cylinders gives adequate pressure on edge for effective banding.
- All electronic & pneumatic parts are from well-known international brands Schneider & Janatics
- Easy accessible, user-friendly control panel positioned at machine in-feed for quick operations.

- One head assembly tiltable from 0-90 degree
- Anti-sliding working table
- Adequate and effective pneumatic clamps
- Turret wheel to regulate drilling depth
- Drill feed can be controlled
- Elegantly designed, electro pneumatic control panel
- Foot switch for convenient operation



J-2400.in automatic post form machine

The machine is an upgraded offering that is designed for curving the laminate on the edges, with the profiles shape. The special pneumatic gauge operated by two cylinders for repetitive job settings ensures best results. Other models can be customised as per requirement of mass production to ensure automatic, speedier, easier yet excellent and error-free laminating of the profiled panels.

Some of the features include a PLC based control panel as standard feature: With a capacity of 20 programmes, a special pneumatic gauge that is operated by two cylinders for repetitive job setting, and a pressure clamp having rubber pad, for better grip on work piece to avoid damage.

Salient features

- Eight pneumatic cylinders to apply uniform pressure on work piece through forming rail for effective bonding of laminate.
- Ground and hard chrome plated heater bar for smooth operation and long life.
- Backstops facility provided to support long and odd shape jobs.
- Possibility to laminate more than one small board at a time.
- Facilities for dry runs and manual runs provided for settings and trials.



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

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

Salient features

- Quick change spindles chucks
- Strengthened frame to hold boring heads

- Automatic post-forming cycle with variable heating time, stop and go time & holding time, can be adjusted to profile.
- Driver motor with brake is provided to avoid slippage of rotary motion of the heater frame.
- Mechanical drive control by limit switch.



J-1200.in roller press

This upgraded, automatic machine is used to cover laminates, papers, acrylics, veneers, and PVC foil on the materials such as MDF, particle board/plywood.

Salient features

- Hard rubber rollers and four heater elements that ensures perfect fix of laminates on board.
- Easy accessible mobile control panel at machine in-feed provides convenient operation of the machine for controls & display.
- Motorized up/down movement for thickness adjustment.
- Provision of hand wheel for manual setting of work piece thickness.
- No waiting period like other press, no limit to the work piece length, easy to use.
- Consumes less energy as compared to other press.
- Adjusting roller speed and temperature is necessary for best results.
- With its in-feed and out-feed wide conveyors, it becomes a continuous production system suitable for mass production.

J-1634 circular saw

This saw with a sliding table is a new offering. It is a heavy-duty high-quality specially designed machine for cutting mass production of boards.

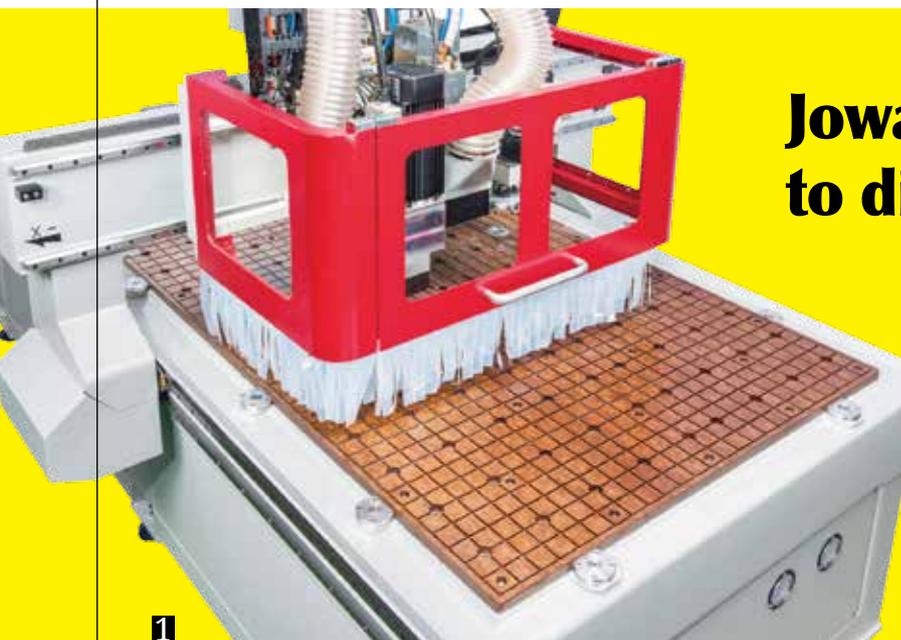
Salient features

- The sturdy frame provides a rigid support for all cutting operation.
- Precise heavy duty & wide sliding table for smooth operation.
- Anodized aluminium rip fence with sliding system on heavy round bar for parallel cutting. Fine setting allows for precise measurements for parallel cutting.
- Heavy-duty cast-iron trunnion gives tilting arbour precise 45° angular cutting.
- Specially designed machine for precise cutting 8'x 4' boards of plywood industries.



Technical specifications

Main saw maximum blade diameter	355mm
Main saw arbour diameter	25.4mm
Maximum depth of cut	114 mm
Main saw speed	4,000 rpm
Work table size	850x835 mm
Sliding table size	760x535 mm
Sliding table movement	1370 mm
Arbour tilt	45°
Main saw motor	5 HP



Joway's router route to diversification



1 The working table size of the MCM-48 is 1280x2475 mm and is equipped with six stoppers that allow for rapid positioning. It is servo controlled and provides a user-friendly operating platform.

Joway, the 30-year-old woodworking machinery manufacturer of sliding table saws, has now introduced MCM-48, a newly-designed CNC router.

This gantry type router, with its design and stable structure, allows it to deliver outstanding machining results for solid wood carving and milling projects. It is designed for compact functions and can operate board cutting, milling, and drilling for panel woods and can also be used for non-metal machining purposes.

The MCM-48 can carry out machining on X, Y, and Z axes that are driven by a rack and pinion and made of a high rigidity structure. The maximum moving speed is up to 80 metres per minute. The maximum traverse on X axis is 1,600 mm and on the Y axis is 2,600 mm.

The Z axis is driven by ball-screw, with moving speed up to 30 metres per minute and maximum traverse of 200 mm. The automatic lubricating system is placed on its driving and rail system, allowing for a consistently stable movement and precise positioning.

The working table size is 1280x2475 mm and is equipped with six stoppers that allow for rapid positioning. To deliver optimal machining process, two vacuum pump suction areas are designed on the working

table where users can be operated through the control panel.

Also, the working table is designed in checkerboard pattern to provide quick processing flow and high flexibility in positioning the work piece. The rapid positioning chucks are also available as an optional device, which no longer requires any jig and helps save cost.

The MCM-48 has two spindles: ATC and boring head. The ATC spindle has eight tool magazines. The boring head spindle has five vertical boring heads in the X direction and six in the Y direction.

It also has 1 +/- horizontal boring head in the X direction, 2 in Y direction, and a saw blade attached in Y direction.

The MCM-48 is servo controlled and provides a user-friendly operating platform. It helps in complicated projects and shortens the working process.



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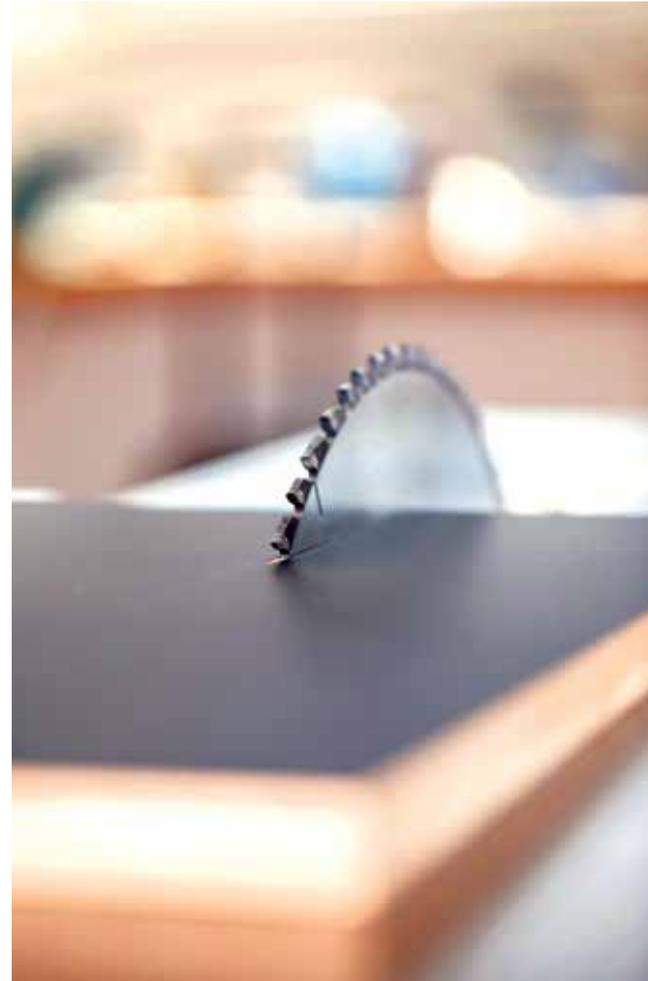
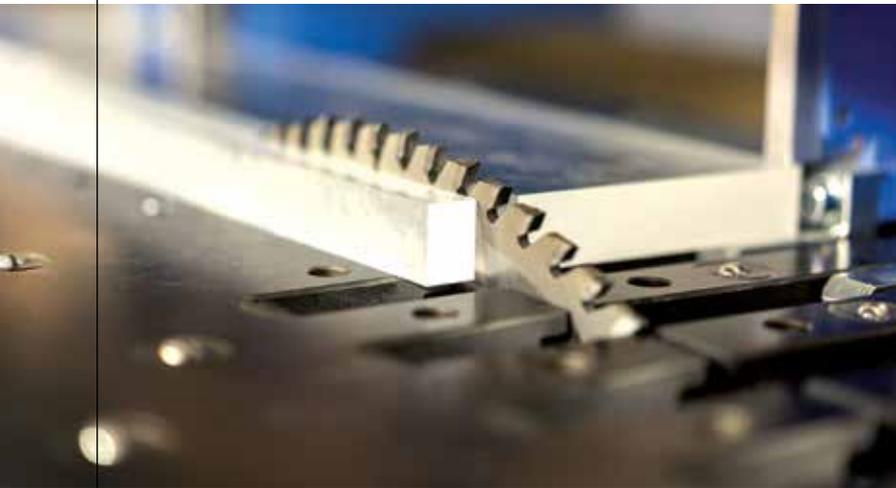
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*Total Working life also depends on quality of regrinding.

New generation panel processing saws from Leitz



*(Clock wise from top)
The Leitz BrillianceCut gives mark-free finish quality for brilliant results; the Leitz RazorCut is low on noise high on accurate finished cut; the Leitz Katana has high processing quality for various materials due to the aggressive tooth shape.*

Leitz, the 40-year-old German company which is the leading manufacturer of tools for industrial processing of wood, wood derived materials, plastic and compound materials, has recently introduced its fundamentally revised and newly designed saw programme with a focus on quality, productivity and sustainability.

What it has primarily done is to define the innovative features from the high-end performance range and converted it as standard features to offer the optimal solution by meeting their specific requirements.

Leitz premium saw blades, which set the new quality standard in panel processing, are characterised by significantly increased tool life and reduced noise emission, thus achieving up to 30% increased tool life.

The company has also enriched proven saw blades by additional features based on the experience gained thus enhancing productivity, quality and sustainability. The laser ornaments are now filled with a new damping material resulting in higher stability and smoother running.

Leitz RazorCut is the unbeatable solution for sizing single panels. With this saw-blade many different materials can be cut with excellent results.

Leitz BrillianceCut supplies top results in the processing of acrylic glass, Corian and many other working materials, leading to smooth cutting surfaces and mark-free cutting edges. In certain materials complete working steps



can even be eliminated after the sizing process.

Leitz Katana is an all-rounder for processing different material such as multiplex, plywood, solid wood, honeycomb panels, coated wooden working material profiles, solid wood profiles and thin-walled plastic profiles. Specific tooth geometry and innovative tooth combination ensure tear-free edges.

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Synchronous wood decor on edge bands



With over 20,000 active edge band designs and a comprehensive range of surface finishes Rehau has been extremely successful in the market, especially as its products are customised to requirements.

The range consists of three variants: the Raukantex Pure, Raukantex Plus and the Raukantex Pro. This year the company has further expanded its edge band range with its Pro OMR that has a functional layer for special applications.

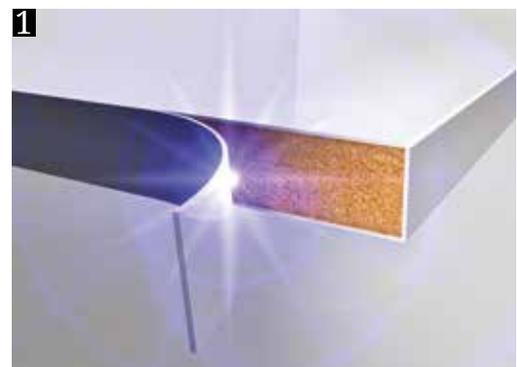
1 *Raukantex Pro invisible joints include a new OMR functional layer that can now penetrate into the substrates.*

There are also innovations with respect to decorative design development, and with Synchro-lacquer it has become the first manufacturer to transfer the natural aspect of wood decors synchronously onto the edge. The magic range has also been developed further and provides warm, metallic tones on the whole component.

In interior design and furniture production, together with high quality, increasing demands with respect to design and appearance play a leading role and these edging materials open up the whole world.

Raukantex Pro

The process of laser welding edge band materials and other innovative technologies



alongside the laser process have become established. This makes it possible to join edge band and board permanently, seamlessly and with absolutely no adhesive and which allow optimisation of hot-air and NIR (near infra-red) production processes.

Raukantex Pro has a special polymer functional layer, which is matched to the exact colours on the visible side of the edge band. If processed correctly, irrespective of the process used, the functional layer is fused optimally, thus forming a permanent, functional and invisible joint.

The company has expanded its edgeband range in the area of Raukantex Pro invisible joints to include a new OMR functional layer.



Raukantex Plus

The invisible joint look is also a feature of the Raukantex Plus edge band range, which has a pre-fabricated adhesive layer of matching colour on the back. Thus, the edge band also creates an invisible joint.

It can be described as a springboard for entry into invisible joint technology, complementing the range of invisible joint edge bands. This works with all processing technologies such as laser, hot air and NIR, without the need for any special adjustments.

Raukantex Pure

Rehau brings together the classic adhesive edge bands under Raukantex Pure. It can be processed easily with standard adhesive types and is available in all dimensions and decorative designs.

As a major partner to the furniture industry, Rehau has long established a permanently reliable and comprehensive service. This includes intensive collection work through the collaboration with board manufacturers and producers of printed decorative papers.

An in-house design management team identifies emerging trends at an early stage. The range has been expanded with the matching edge bands of the new Egger, Pfleiderer, Kaindl and Sonae Arauco collections.

This was developed specifically for processing thin or brittle surface layers. The new functional layer stands out for its very high fluidity.

The activated functional layer can now penetrate into the substrates. Eruptions that can arise due to the form cutting in the case of thin or brittle surface layers are filled. This extends the process window and the edge band can be normally processed.

2 *Metallic decorative designs are now possible, and are the trend.*



3 *Dirty joints are now a thing of the past.*

2 new high-tech machining centres from SCM



1

1 Six axes on the Oikos machining unit give it a stiffer machine configuration and ensure high performance and productivity.

The decision to go back to building in wood is a positive trend that is shared by many countries around the world. Some of the reasons for this turnaround include its anti-seismic qualities, its style and beauty that are matchless and offers environmental sustainability, high safety standards and a reasonable price.

At the same time, it is important not to overlook the fact that this trend is also because of the major advances the technology in this sector has made. And this is an area that SCM, a leading company in the woodworking technology sector, continues to invest widely in.

Today, it has placed its decade's worth of experience in the design and production of highly evolved machining centres at the service of the building industry, to create a new standard for processing wooden structural beams and modular wall elements.

As a result, two important projects Oikos, which share the same design concept, for machining structural beams and X-lam/CLT wall panels, and Area for machining walls, insulating panels and curved beams, have been operationalised.

Innovation & precision

Both machining centres are fitted with machining units specifically designed to maximise performance in terms of dimensions, dynamics and power. Six axes on the Oikos machining unit to obtain a stiffer machine configuration and ensure high performance and productivity.

The Area electro-spindle features power up to 30 kW, to perform any type of operation with

maximum stiffness in any condition and using either a sawblade up to 1020 mm in diameter, or a chainsaw with a cutting length of 480 mm. Maximum worktable dimensions are 4 and 5 metres in width and 50 metres in length.

Oikos consolidates the technology of six sides of the work piece. Without having to turn over or reposition the beams, machining is achieved on components with a maximum width of 1250 mm, thickness of 300 mm and length of 19 metres.

This improves precision as the beam can go directly from the machine to the site without the need for any manual adjustment.

Area, thanks to the innovative solutions employed in the supporting structure, allows extremely precise machining on elements longer than 50 metres.

Flexible & simple

The unique configuration of Oikos married to the continuous development, allow the machine to be used for operations on special products, such as cutting insulating or composite panels and threading lamellar beams.

The new solutions developed for the Area work table allow the complete machining not only of walls, but also of curved beams and thin panels. The former are processed on a suction cups work table, while the latter use aluminium multifunction modules that can be integrated in the work table itself.

The success of machines for timber construction depends also by the effectiveness of the software that is developed and

constantly updated internally to ensure it is in line with the design standards of wooden constructions.

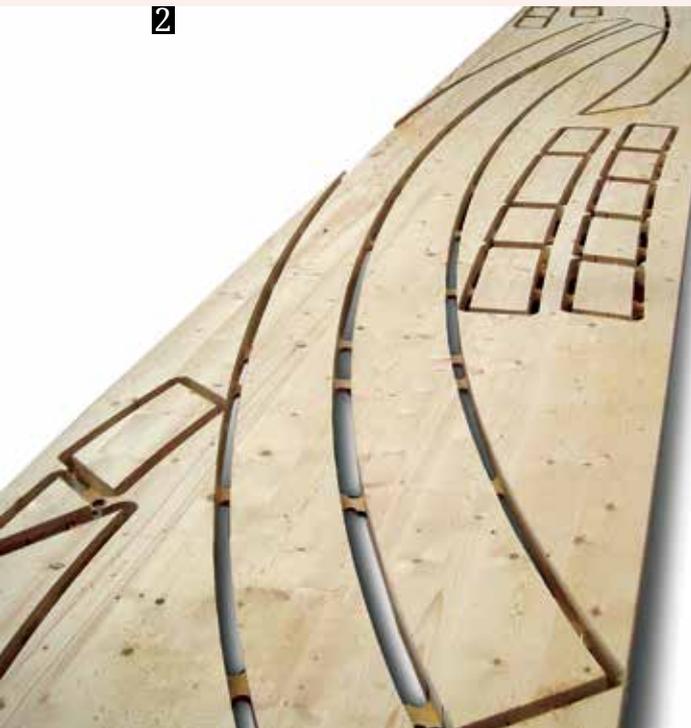
SCM has developed the Maestro Beam&Wall software to achieve maximum speed and ease of use: a single program that allows access to the programming, program execution and tool management environments.

The nesting function to process wall panels is now also available for Oikos: Maestro Beam&Wall can import format files generated for nesting machining, to optimise the use of the material and reduce waste.

As with all SCM machining centres, Area and Oikos are available with the simulation software included in Maestro Beam&Wall. The simulator makes it possible to test the programs in advance and visualize the operations performed with obvious benefits.

2 *SCM has operationalised Area for machining walls, insulating panels and curved beams.*

2



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Garden furniture solutions from Teknos



1 *There is a need to accentuate the natural appearance of hardwood and leave an untreated effect on the surfaces.*

Whether pine or eucalyptus, premium or standard, opaque or natural, requirements in the surface treatment of garden furniture are diverse. Teknos has the right solutions in the fiercely competitive garden furniture market.

Terraces and garden are popular and the demand for outdoor furniture is continuing worldwide. Material combinations and composite materials have gained considerable momentum, but wood still plays an important role in this segment.

The processing properties of the coating solution influence the competitiveness of the end product. Fast, cost-effective processes are required with short runs, fastest drying and minimum sanding needs.

Teknos offers manufacturers a wide product range of coating solutions, covering all requirements and practice-tested impregnations, multi-purpose and special primers, fillers, opaque and translucent topcoats for a variety of substrates, surface requirements and processes are available.

Non-durable softwood must be protected from blue stain and wood-destroying fungi, and discoloration from knots and water-soluble wood substances should be prevented. For this application a four-coat system with

impregnation, special primer, primer and topcoat is recommended.

Impregnation with the colourless, water-borne Teknol Aqua 1410-01 protects exterior wood effectively from blue stain and wood-destroying fungi. The effectiveness is tested in accordance with EN113/EN152.

The product is not pigmented, which means the fungicides penetrate deeply into the wood. The impregnation is suitable for flowcoat and dipping. It dries quickly and enables even equalisation of the colour variation of the wooden substrate.

Priming with the water-borne 2K special primer Antistain Aqua 5300-00 reliably blocks substances and levels out uneven grain in the wood. It prevents discoloration in softwoods, which is caused by knots and a reaction of the paint to water-soluble substances. The product is free of isocyanates and has a very good pot life for the problem-free flowcoat primer.

Intermediate treatment with the water-borne flowcoat primer Teknoprimer 2949-21 is primarily used to increase the resistance of exposed horizontal surfaces. The primer has excellent filling properties and as a composition with the topcoat achieves a



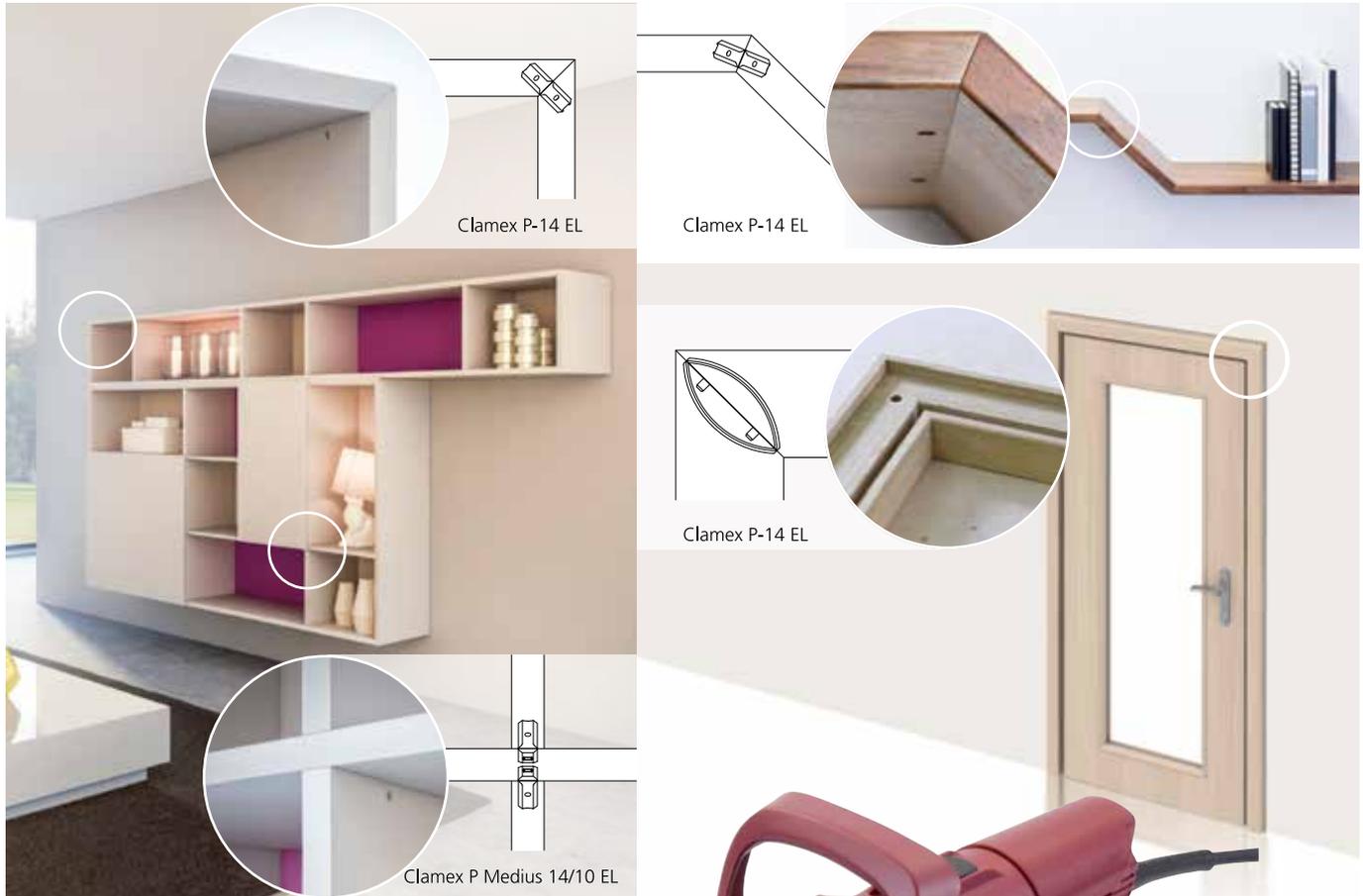
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compact, flexible protective layer, which resists physical stresses very well and keeps the existing the film protection from blue stain intact.

The water-borne opaque topcoat Teknotop 2980-00 achieves a high-quality, smooth surface with natural structure. When used as a system with intermediate treatment a flexible layer of paint is formed. This helps to reduce the impairment of the coating from physical stresses.

Price-sensitive markets

In addition to premium woods, light coloured, cost-effective wood species such as eucalyptus and acacia are used for the price-sensitive mass market. They are not so durable, but from a cost-efficient perspective often do without impregnation.

However, a reliable protection against the bleeding of tannins is essential. When coating with water-based coatings, the water-soluble substances are released, bleed into the topcoat and can lead to brownish or yellowish discolouration on white opaque surfaces.

Primer and intermediate treatment with Antistain Aqua 2901-52 is suitable for flowcoat and dipping processes and reduces discolouration of the topcoat. It binds the discoloring substances and locks them in the primer coat to prevent bleeding into the topcoat. This works even with oak, which contains water-soluble tannic acids and is extremely difficult to coat.

The water-borne, easy-to-work opaque topcoat, Aquatop 2600-82, can achieve high quality, robust surfaces in almost all colours, as well as gloss grades 20 to 60 in a system

with the pre-treatment described. The paint is suitable for all spraying methods, is block-resistant and has excellent expanding and flow properties.

For hardwoods

In the case of garden furniture made of durable hardwood there is a requirement to accentuate the natural appearance of the wood and leave an untreated effect on the surfaces. The low film formation required, however, is not possible with a three-coat system.

In such cases a coating with low dry substance content, which maintains the original colour of the wood is carried out. Treatment is not permanent, but has to be regularly refreshed.

The waterborne hardwood oil Teknol 1889-11 has a low dry content and enables a high coating transparency. This gives a colour balancing effect, which accentuates the surface of the treated wood. Two coats are recommended for optimal treatment. The product is suitable for flowcoat and dipping.

The high-performance, solvent-based hardwood oil Teknoshield 5003-00 penetrates into the wood and provides high protection against greying. Teak and other hardwood surfaces permanently remain oil-rich and retain their natural, pronounced grain of the wood.

The product is available unpigmented and in translucent colours with outstanding colour balance and can be sprayed, brushed or dipped. Weathering tests prove that this treatment protects the wood better than conventional solvent-based wood oils.

2 Softwood must be protected from blue stain, wood-destroying fungi and discoloration from knots.

2



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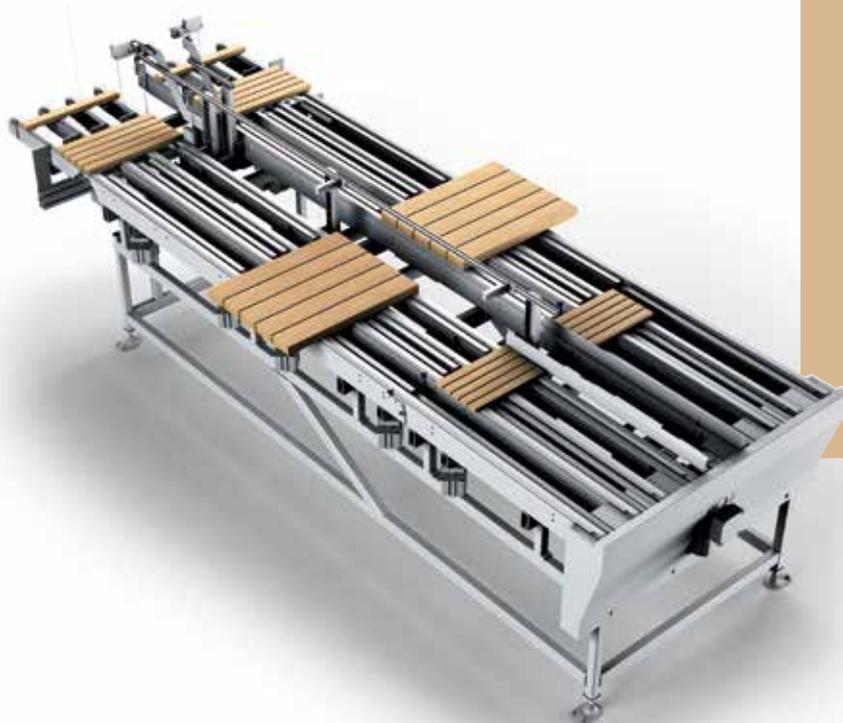
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New CNC solution for furniture, frame construction

1

1 The C125 Vario Furniture offers parallel charging for high-end furniture production.

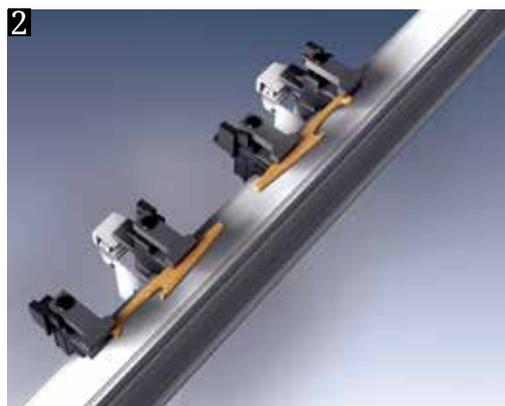
Weinig's C125 Vario Furniture is based on proven patented clamping table technology and combines maximum output with optimal flexibility. The new development is designed as a double-part system with special individual clamping technology.

In keeping with this design, it has parallel charging and unloading that allows an output of two parts per minute in furniture applications. Two interpolating 5-axes heads ensure optimal flexibility with complex curved parts. The large parts, with buffer for up to 240 parts, fulfil the prerequisites for long-term unmanned production.

Integration into the Weinig solid wood WorkFlow (WF) system ensures dynamic process sequences optimised in real time. Behind this stands an integrated software solution from idea to finished work piece.

2

The single clamping technology ensures optimal precision, even with short parts.



Besides the benefits of a standardised data set for all production processes, and the entire peripherals, WF includes parts identification via different processes, work piece data administration, including an interface with angle units, and monitoring via app and desktop.

Owing to the comprehensive digital architecture it is ideally suited to virtual commissioning.

One highlight of the C125 Vario Furniture is the new Weinig 3-D CAD/CAM system that can be integrated into every Conturex. Simple and fast programming is just one of its many outstanding qualities. As a geometry-based system, it also offers a full-fledged drawing program with smart commands.

All standard CAD formats, such as DXF, DWG, Solid, STL, Rhino and Parasolid, are supported. Unlike conventional systems, which do not allow 3-D surface processing, the system includes 3D 5-axes interpolation.

Other customer benefits include greater reliability on account of the detailed simulation down to single-item batches, simple operation via macro programming and modular design from 2-D to 3-D interpolation.

Further, the system significantly increases flexibility. Unlike comparable systems, installation takes place in the office. The system marks a new milestone in the evolution of the Conturex system that has a long-term objective of individual automation for a wide variety of solutions in the furniture sector.



Akron 1400

Automatic single-sided edgebanding machines

Invisible Edgebanding

The Akron 1400 is a range of single-sided edgebanding machines for the application of edging in either rolls or strips. Compact working units designed to simplify the preparation operations are available with various configurations to suit specific production requirements.

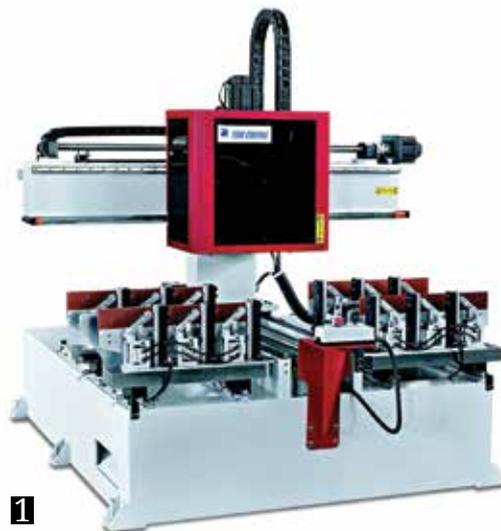
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High-performance slot milling from Yow Cherng



1

According to research, nearly 60% of India furniture sales still come from imported products. In recent years, the government has taken active position and established the 'Make in India' agenda in order to expedite India's local manufacture.

multi-spindle slot milling machine is ideal for high-speed slot milling.

1 *The DOM-3 CNC three-spindle slot milling machine is ideal for high-speed work on both straight and curved wood.*

When the new small and medium-size workshops are seeking for quality supplier for woodworking machinery, Yow Cherng from Taiwan is fully prepared to deliver the most suitable products that match manufacturers' requirements.

This machine is designed with three spindles and works perfect on both straight and curved wood. By allowing simultaneous machining on three wood materials, it can largely increase the production efficiency.

Tenoning and mortising are common processes in furniture manufacture, but it can be a troubling task to make them precise and quick. Yow Cherng has been an expert for tenoning and mortising, and its DOM-3 CNC

Each spindle is controlled through a frequency inverter. The users can carry out machining process with ease by simply using the advanced CNC controller.



2

2 *Samples of tenoning and mortising on a variety of work pieces.*

The DOM-3 is the machine suitable for high speed slot milling for kitchen cabinet frames, chair legs, etc. and provides slot milling operations with high flexibility.

Yow Cherng has been represented by Bengaluru-based Woodtech in serving the vast India market, and together they have sold hundreds of machines across the country in the past decades. For more information, email info@woodtech.in.

Non-brushed aluminum edge banding from Tece Decor



Producing value-added products is the aim of many furniture companies and with this in mind they have been using high-gloss panels and 3-D edge banding. Today, another material that is becoming increasingly popular is real metal in different finishes.

of eight different metal finishes, and has recently introduced non-brushed metal edge banding. Non-brushed metal is made from aluminum and laminated to a plastic substrate.

It can be processed just like standard edge banding and the operator just has to be sure the trimming knives are sharp.

With metal products not only can furniture makers create a value-added product but also add contrast and modernity to their furniture. Non-brushed metal edge banding is available in thickness of 1mm and in widths of 16 mm to 610 mm.

The Turkish company, Tece Décor, keeps stock

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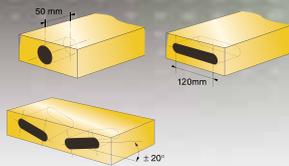


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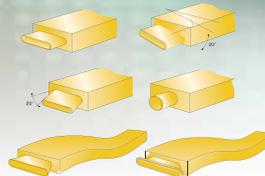
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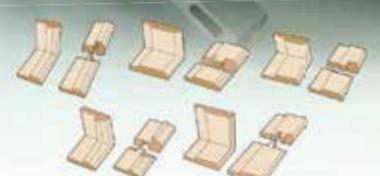
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Timbermate: filler for grain, cracks & sanding

Timbermate is an interior grade 4-in-1 wood putty, grain filler, edge filler and crack filler. When thinned slightly with water it can also be used as a sanding sealer. Timbermate wood filler does not shrink, sink, crack or fall out and has an indefinite shelf life.

The secret ingredient of Timbermate is tap water; therefore containing no acrylic, latex or solvents. It comes in 13 pre-mixed colours, plus natural tint base. It is being manufactured in Australia for 50 years and exported across the world.

Timbermate wood filler takes all types of known stains, varnishes and coatings. It is available in 250-gm, 500-gm, 2-kg, 8-kg and 20-kg drums.

Timbermate can be applied with a spatula or knife using hand pressure to force into the edge or end of the grain. If use with a spray gun, stir about 15% water into the wood filler, fit a 2-mm nozzle and set pressure to 60 psi. Boards can be stacked for easy spraying. Allow it to dry before sanding with a fine grit paper and then applying the topcoat.

The wood putty fills cracks, knots, pin and screw holes, splits, blemishes, etc.

To fill deep holes, apply it in layers, allowing time for each layer to dry. Drying time is about 30 minutes.

Timbermate wood filler dries hard and smooth, without shrinking or sinking, and can be belt- or drum-sanded as it is not affected by heat. It also does not blind natural wood grain.

You can speed dry Timbermate by adjusting the surrounding air temperature. This can be done by using hot air, heat lamps, or kiln ovens. It can be mixed with any stains before or after filler is dry. Use white Timbermate only for white topcoats.

Grain filler

By mixing 10% water into Timbermate you can make a perfect grain filler, sanding sealer and prime coat, all in one application. First sand the surface with fine grit sandpaper, then apply grain filler to the surface with a spray gun, paint roller, hessian or a cloth rolled into a ball.

Rub across the grain in a circular motion, finishing with the grain. Once filler is dry, sand to perfection with either sandpaper or power sander, using a fine grit paper. Grain filler can be used in a roller or curtain coater or spray gun using a 2-mm nozzle and 60 psi pressure.

Apply Timbermate to the entire floor, as a sealant, using a squeegee, trowel or paint roller. Allow it to dry and sand off with a fine paper (120 - 150 grit) for best results. The floor can now be stained or varnished.

Timbermate is non-flammable, non-toxic and non-yellowing. It is completely compatible with acid catalysed lacquers, as well as all known lacquers, top coatings and PU.

It fills cracks in masonry, plaster, flooring, dry wall, brick, concrete, fibreglass, plastic or metal. It can be mixed with wood glues. Also, Timbermate will take varnish, urethane, wax, polish, lacquer, linseed, and other oils.

Timbermate can handle screwing, planing, cutting, drilling and sawing. Due to the finishing system used to manufacture MDF, it is essential to seal the job with a water-based, non-acrylic product before applying top coats. Therefore Timbermate meets your needs.

Timbermate Woodfiller is recommended for interior use. For certain exterior applications, consider using Earl's powder putty. For enquiries, email info@shreepal.in.



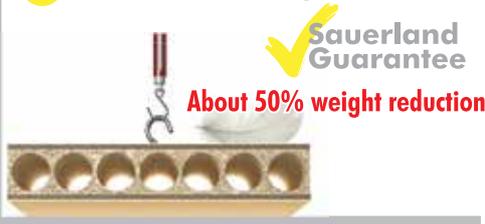
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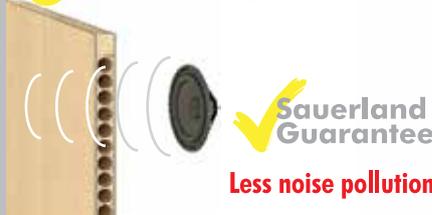
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Caple acquires Bengaluru-based RMPL



Caple Industrial Solutions, with headquarters in Mumbai, has acquired the entire business of Bengaluru-based Ramu Machinery Pvt. Ltd.

RMPL, founded by the late 'Ramu' Ramakrishnan, is a pioneer in the Indian woodworking industry. Caple, headed by its CEO, Mr. Satyan Thukral, is the new face of the Indian woodworking machine tools industry.

According to Satyan, RMPL's sales and service teams and back office employees moved to Caple's Bengaluru demo centre in November. "I am sure RMPL's goodwill, knowledge and brand would continue to grow, and Caple would carry forward the legacy of 'Ramu Sir' to the next generation," he said.

Caple will gain by adding all the RMPL brands to its basket. RMPL's brand would get stronger

with Caple's investment. All of RMPL's suppliers will now be realigned to Caple. RMPL represents nearly 20 foreign machinery brands in India.

Caple's demo centres are the new platform for RMPL range of machines. Its customers are now closer to the demo centre, sales office and service centres. The buyers would get machines ready in stock for running items.

"I believe that with the new GST structure, the Indian woodworking industry will continue to grow faster than ever. The timing was apt to acquire RMPL," Satyan added.

After its demo centres in Bengaluru, Delhi and Mumbai, Caple launched another demo centre in Kolkata, dedicated to the carpenters and contractors in eastern India. "We aim to have 25 such demo centres across India by the year 2025," Satyan said.

These demo centres will display the best brands including Altendorf, Bessey, CMS Balestrini, Homag, Imos, Kreg, Orma, Saw Stop, SCM, Vitap, Woodpecker, etc.

Caple continuously invests in product, process and service training and executive education. The knowledge is then shared with the customers and for the growth of the industry.

For more information email rmpl.sales@caple.in or rmpl.service@caple.in.

3-D printing ink from wood

Cellulose, along with lignin and hemicellulose, is one of the main constituents of wood. It can now be used as an environmentally-friendly 3-D printing ink usable in many fields, including bio-medicine.

Empa researchers Gilberto Siqueira and Tanja Zimmermann from the Laboratory for Applied Wood Materials, together with colleagues from Harvard University and ETH in Zurich, have succeeded in developing a new, environment-friendly 3-D printing ink made from cellulose nanocrystals (CNC).

Empa has been using a 3-D printing method named 'Direct Ink Writing' for the past year. During this process, a viscous substance is

squeezed out of the printing nozzles and deposited onto a surface, pretty much like a pasta machine.

For this process, they were looking into green substances. But the bigger challenge was in attaining a viscous elastic consistency that could be squeezed through the 3-D printer nozzles.

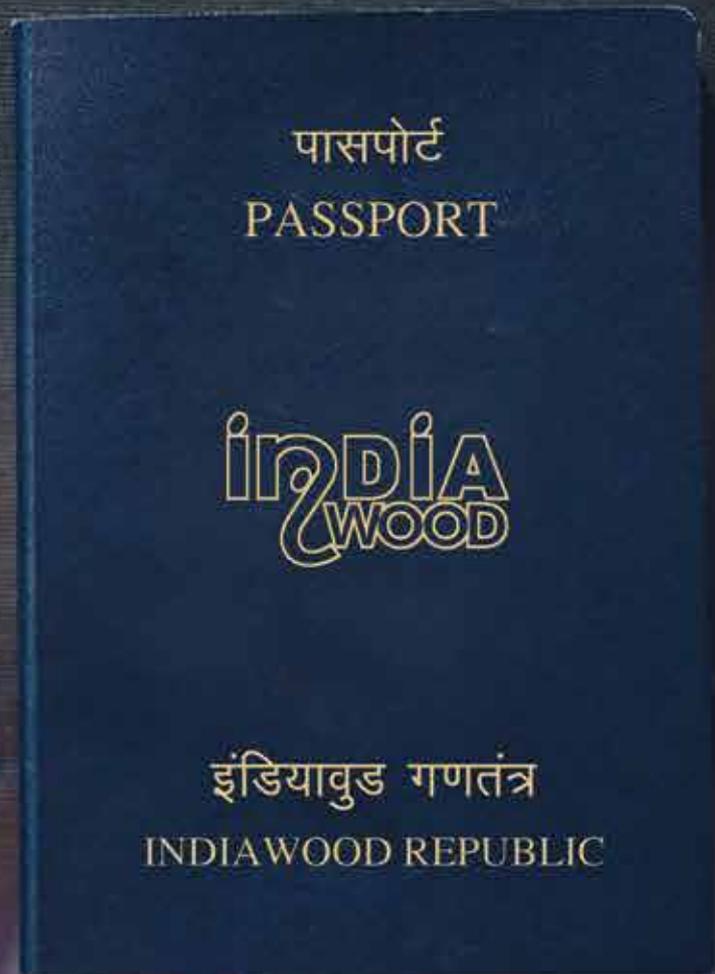
The new ink is made from a renewable material – cellulose that is the most frequently occurring natural polymer on Earth. It is not just found in trees, but also in other plants and even in bacteria.

The researchers are convinced that the CNC material is suitable for different applications due to its outstanding mechanical properties, as well as the possibility of chemical modification and alignment during printing. These possibilities are, currently, further being investigated.

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Cefla unveils innovations for finishing



Cefla Finishing, a global leader in the coating, decoration and digital printing of wood and its derivatives, presented its leading technologies at Cefla Live 2017 that included exclusive new items in the field of painting, in which it has a complete range of sprayers and robots.

The company has responded to the demand for the reduction or definitive elimination of

manual sanding, usually required on vertical edges before the application of spray finishing in edge painting, with Smartedge, the complete machine for painting and sanding the edges of straight and shaped panels.

The new vacuum body for the application of paint is installed on a floating carriage with a pneumatic edge-copying system that allows for an optimum application of paint and considerable savings, while also ensuring ease of use, a smaller size and colour changes in just 15 minutes.

A notable feature is the new patented Whizz Head, which is a vacuum application head that carries out a quick profile change that allows the change of edge shapes in about 10 seconds and edge thickness in 15 seconds, without having to turn the machine off.

Smartclean 4.0 is a roller cleaning system for panels that presents considerable advantages compared with the more traditional brush systems. It offers better cleaning performance, lacks presser rollers that may dirty the panel on output, eliminates electrostatic charges from the panels and can process panels of any size.

Flipkart launches Perfect Homes label

Flipkart has realised that it needs more product categories to keep online shoppers engaged. The Bengaluru-based e-commerce major has re-launched the furniture category and has also unveiled a private label, Perfect Homes.

It has now re-launched furniture category at scale as it attempts to get new shoppers online and also increase spends of existing customers.

The 10-year-old company had launched the category 2 years ago as a pilot to test the market. About a year ago it started building infrastructure, creating a network of suppliers and putting in place systems and processes to scale up the category.

It has brought on board furniture brands like Lazy-Boy, Home Town and Peps and manufacturers from Indian furniture hubs like Jaipur, Jodhpur and Nagpur.

The company has also gone to large international manufacturers in China and

Malaysia, centres known for specialised and quality furniture.

The company has also brought about 600 products across 22 product categories under its quality guarantee scheme, Flipkart Assured. While regular categories go through a six-step quality check process, furniture that is shipped through its logistics arm Ekart will go through a 20-step process.

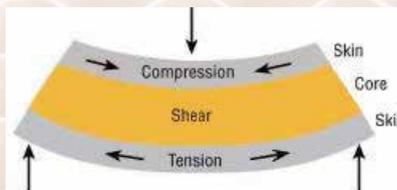
Flipkart is also offering installation at time slots picked by customers in 84 cities through its subsidiary Jeeves, earlier used by the company for its large appliance installations.

The company has set up two furniture-only warehouses in Bengaluru and Mumbai, ensuring 3-day delivery. It also uses its regular warehouses to stock furniture and some products are shipped directly by the seller to ensure delivery and installation even in Tier-2 cities like Coimbatore, Vishakapatnam and Ernakulam.

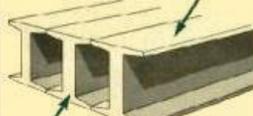
A Revolutionary Paper Technology In Sandwich Construction:

The purpose of a core in a composite laminate is to increase the laminate's stiffness by effectively "thickening" it with a low-density core material. This can provide a dramatic increase in stiffness for very little additional weight.

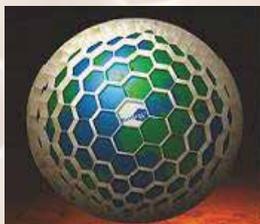
The figure opposite shows a cored laminate under a bending load. In this mode of loading it can be seen that the upper skin is put into compression, the lower skin into tension and the core into shear. Consequently, one of the most important properties of a core is its shear strength and stiffness. In addition, particularly when using lightweight, thin laminate skins, the core must be capable of taking a compressive loading without premature failure. This helps to prevent the thin skins from wrinkling, and failing in a buckling mode.



flange carries the tension and the compression



core holds the flanges together in proper form



The Honicel-honeycomb sandwich construction may be compared with the I-beam structure commonly used in construction industry. In an I-beam, the flange carries the tension and the compression whilst the body / core hold the flanges together in a proper form. Likewise a sandwich construction, a low density core material is sandwiched between two strong thin facings of any kind of material, resulting in a lightweight, incredibly strong, stiff composite structure, which acts in the same manner as a continuous I-beam with the skins and flanges taking bending stresses whilst the core acts as a web to carry shear and compressive loads.

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Schmalz India has new facility in Pune



The new administration building of Schmalz India was inaugurated in November by Mr. Roland. S. Folger, Managing Director and CEO of Mercedes Benz-India. The new facility in Pune is a state-of-the-art structure that provides a better working environment for its employees.

The building, spread over an area of 3,700

square metres, accommodates all the departments along with the production facilities.

Schmalz manufactures products for material handling using vacuum technology and is the world leader in providing components for automation, vacuum clamping and handling systems that is well accepted by Indian industries.

It also innovates on its products constantly and has introduced many products that meet Industry 4.0 standards.

Consistent customer orientation and groundbreaking innovations, excellent quality and comprehensive consulting competence make the company the world's leading partner for vacuum technology in automation, handling and clamping applications.

With a network of 17 subsidiaries and trading partners in more than 60 countries, the company ensures customer focus through its excellent service worldwide.

Weinig invests big on new production facility



The commencement of the work on the Holz-Her production facility in Voitsberg, Austria, signalled the start of an ambitious forward-looking project for the company, which is part of the Weinig Group.

The 22,000-square-metre site of the specialist

in machines and systems for panel processing is being developed with a 1,000-square-metre extension specifically designed for the planned new CNC milling machine for framework processing.

The project was approved as part of a series of planned investments and strong performances in the recent past. As a result of the strong growth, production capacity in Voitsberg has already doubled over the last two years.

The investment of 4.5 million Euros is part of a group-wide investment package of more than 15 million Euros that will secure the future, long-term growth of the company.

Thanks to improved sales and the extension of the product portfolio with regard to CNC processing centres, the development of the saw and storage combination segment, the further evolution of edge banders for industrial applications and the extension of the factory, the company anticipates further requirements for qualified personnel, which is projected to reach 2,100 globally.

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Hafele opens second showroom in SoBo



Hafele, the international leader in interior functionality, launched its state-of-the-art design showroom in South Bombay (SoBo) in September. The 10,000-square-foot showroom unites globally acclaimed interior trends with innovative functionality through interactive and functional display settings.

This showroom is the company's second internationally designed retail facility in Mumbai.

Dr. Juergen Morhard, the German Consul General, inaugurated the showroom together with Mr. Juergen Wolf, Managing Director, Hafele South Asia.

The Hafele showroom has been designed to unlock the ideal design inspirations through

live displays that allow the viewer to experience the functionality of the products and solutions. Visitors will experience, first-hand, intelligent showroom displays that efficiently manage space and functionality without compromising on comfort or design.

The typical layout of any showrooms includes real-time displays of many product functionalities, including a live kitchen equipped with storage areas, appliances and other utilities

The project room area simulates its 360-degree project services enabling viewers to experience live displays of door hardware for different door applications like fire-rated doors, glass doors, residential doors and hotel room doors.

Jowat to build new innovation centre



Around 50 years after its first production plant, Jowat SE is investing in the future of bonding by building a new and future-oriented innovation and application centre at its headquarters in Detmold, Germany.

The new, striking House of Technology will

offer a tangible experience of bonding technology for viewers. It will feature showrooms, labs and training space, as well as state-of-the-art industrial equipment for tests and demonstrations.

The ground floor will include many different laboratories on an area of 1,200 square metres, such as a chemical-physical analytical lab with an adjacent lab for substrate and material testing. The upper floor will hold offices, an auditorium and meeting rooms.

In addition, it will feature a 500-square-metre machinery room with different modern industrial equipment from all application areas served by Jowat – flat lamination, edge banding, profile wrapping, deep-drawing of automotive interior parts, textile material lamination, as well as packaging and book binding.

Given the great significance of the wood and furniture industry the new building is based on a timber construction. All construction and moving procedures are due to be finished latest by 2019, when the organisation will celebrate its 100th anniversary.



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Avedon to boost Altendorf expansion



1 Altendorf Managing Directors, Mr. Joerg F. Mayer (left) and Mr. Wolfgang Ruhnau.

Wilhelm Altendorf GmbH, the world market-leading producer of sliding table saws, is all set to continue its growth plans with capital provided by Avedon Capital Partners, an experienced investor.

Avedon has acquired a majority stake in Altendorf with the objective of extending the latter's premium position for machines and services in wood, metal and plastics processing.

In the course of this succession solution the existing managing directors, Mr. Joerg F. Mayer and Mr. Wolfgang Ruhnau acquired a minority stake in the company. The Altendorf family, recently active in the third and fourth generation as shareholders and in the management respectively advisory board of Altendorf, appreciates the solid and sustainable setup of the group with its excellent and experienced management team and with Avedon as proven partner and has retired from its corporate engagement.

The parties agreed not to disclose the purchase price or any further details to the transaction.

With headquarters in Minden, Germany, Altendorf looks back at a 110 year history and enjoys global brand awareness. Its most important product is the sliding table saw. In 2016 Altendorf generated revenues of 40 million Euros.

Together with the existing management team, Avedon intends to further diversify the company and to continue developing new customer segments with the brand of Altendorf. Additional investments (in double-digit million Euros) aim to further expand the product portfolio with special focus on digitalisation.

Teknos completes Feyco takeover

Renowned paint manufacturer Feyco Treffert came under Teknos ownership in May this year. With its sales of 72 million Euros and 380 employees in six countries, this marks the largest acquisition that Teknos has made to date.

The acquisition strengthens its position in the wood finishes segment, offers access to new markets in Switzerland, Malaysia and the USA, and opens up new opportunities in the timber and construction industries.

Feyco develops and manufactures coating solutions for industrial manufacturing

companies, and professional products for wood crafts. The portfolio includes wood stains, oxidative drying oils, UV-curing varnish and oil systems, water-based and solvent-based paint systems, care products and accessories.

Feyco offers a variety of standard and custom paint systems for coating processes such as rolling, pouring, spray application / spraying robots and vacuum coating. High-quality, water-stain resistant surfaces are achievable using these systems, with rolled and sprayed finishes of equivalent appearance and durability.

The company is also a pioneer in coating systems for bamboo flooring. It offers various solvent-free, environmentally compatible coating system solutions for this substrate, based on UV curing technology that is free from solvent emissions and formaldehyde, and gets by without chlorine chemistry.

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06 - 09 December 2017

Venue: Convention Center, Hall Zugspitze, Garmisch-Partenkirchen, Germany

The International Wood Construction Conference provides architects, engineers and builders with an opportunity to report on experiences, processes and goals related to wood structures and construction. The conference also provides an opportunity for architects, building officials, builders, practitioners and educators to learn about the latest developments and to exchange experiences.

CAIRO WOODSHOW

8 - 11 December 2017

Venue: Cairo International Convention & Exhibition Center, Egypt

The 3rd edition of the exhibition, the biggest international specialized wood and wood machinery show in Egypt, will be held for four days. Over 150 local and international exhibitors and 8,000 visitors from over 95 countries are expected to participate in the event.

www.cairowoodshow.com

WOODTECH EGYPT

16-18 February, 2018

Venue: Cairo International Convention & Exhibition Center, Egypt

This is the first edition of the fair to be held in Cairo and will focus on timber, hardwoods and softwoods; MDF, panels and laminates; wood flooring; veneer, plywood, hardboard decorative and composites; wooden doors and windows; furniture accessories and components; wood working machinery; tools and cutting machines for wood furniture manufacturers. Potential investors will have access to the Egyptian and North African markets.

www.woodtechegypt.com

WOODTECH & DESIGN EXPO

5 - 8 March, 2018

Venue: Jeddah Centre for Forums & Events, Saudi Arabia

Saudi Arabia's dedicated event for the wood industry will be attended by top international and regional suppliers and manufacturers as well as architects, builders and developers, construction companies and consultants, interior designers and decorators, suppliers of construction materials, furniture manufacturers, timber traders, distributors and dealers, timber construction and woodworking professionals. It will be a focused area for advisory companies who offer services to the furniture manufacturing industry, to ensure sustainable improvements and real competitive advantage in production.

www.wtdexposaudi.com

INDIAWOOD

8 - 12 March, 2018

Venue: Bangalore International Exhibition Centre, Bangalore

This is the 10th edition of one of the world's leading exhibitions for the furniture manufacturing and woodworking industry. It offers a comprehensive overview of the prevailing technological innovations and the latest manufacturing trends in furniture manufacturing, woodworking technologies, tools, fittings, accessories and raw materials. The floor will span over 50,000 square metres with more than 850 exhibitors from 40 countries showcasing the latest machines, technological innovations, equipment, smart manufacturing trends as well as materials, fittings, tools. The show is now renowned for its many live demonstrations and product launches and continues to be the largest sourcing platform for furniture manufacturers, saw millers, carpenters, craftsmen, architects and interior designers in the region.

www.indiawood.com

Letters to the Editor

“

WoodNews is an excellent magazine with informative articles and useful content. I look forward to receiving new issues of the magazine and updating myself on the latest technology in the woodworking industry. I am also interested in processes and applications for solid wood, as well as information on where to source wood and procure it.

– Mr. Abhilash Hosamani
Proprietor, White Sales Corporation,
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”



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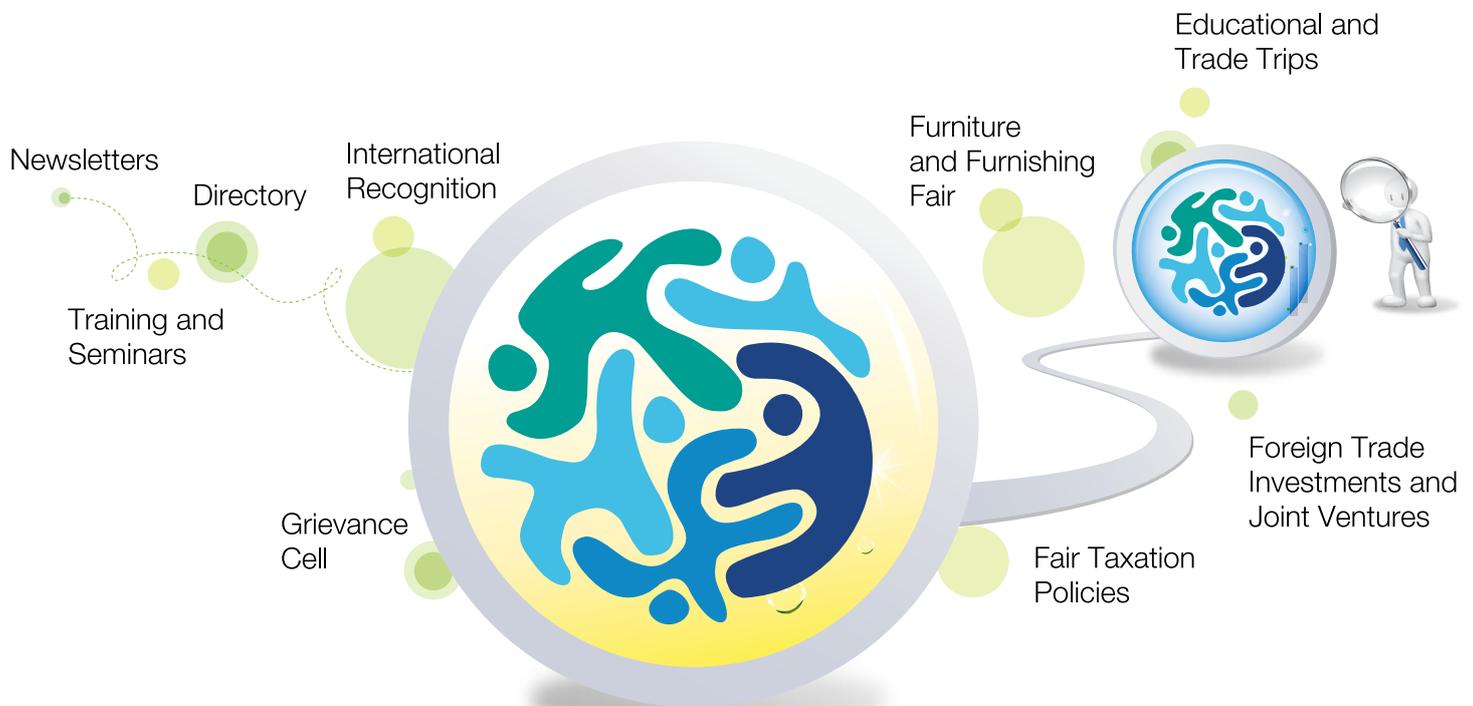


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