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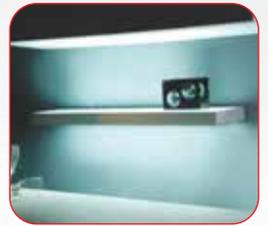
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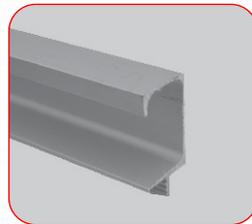
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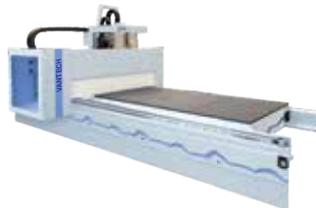
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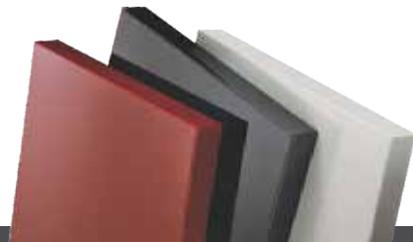
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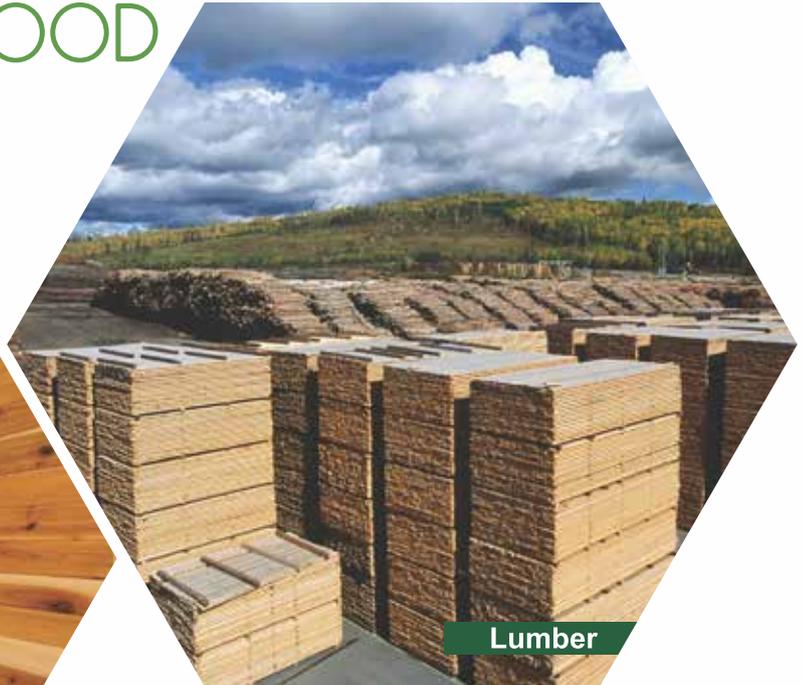
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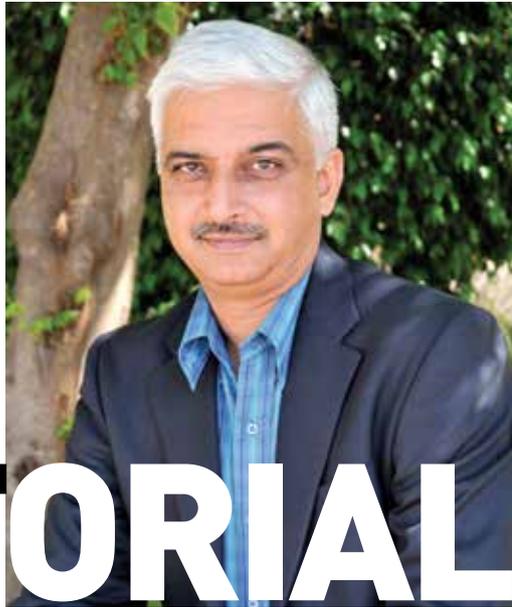
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EDITORIAL

Ready for IndiaWood?

Dear Readers,

As we hurtle towards our tryst with the historic IndiaWood 2016 in Bangalore (25-29 February), there is exciting news: Asia's largest bi-annual trade fair for the furniture and woodworking industry has added more space, more exhibitors and more events! As is the hallmark of IndiaWood, there will be exhibitors representing a vast array of furniture production technologies, machinery and tools, fittings and accessories, raw materials and products. This time around, there will be enhanced participation from the architects' and interior designers' fraternity, apart from small, medium and large manufacturers from across the sub-continent. Taking its proactive engagement with industry stakeholders a step further, IndiaWood 2016 is adding a 'Distributors' Summit', where manufacturers will be looking to expand their sales pipelines through dealers, distributors and retailers. 'Sourcing Forum' – a successful and proven exercise to connect manufacturers with e-commerce platforms and established furniture chain stores – is also here to stay.

An expanding IndiaWood means there are many first-time and new exhibitors; and this stands true of its visitors too. In the following pages we have an article on how to plan for success in a trade fair. The challenges and solutions outlined in it are as applicable to exhibitors as visitors!

We also have an article on the recently-constituted Furniture and Fittings Skill Council, which is the Union government's mission to establish national occupational standards, link job roles to a national skill qualification framework and conduct skill gap studies for developing a labour market information system. Finally, a long-felt need of the industry is being looked into by the government on a national scale!

WoodNews had the opportunity to meet with the Sri Lanka-based Managing Director of JAT Holdings. A dominant player in the wood treatment and coatings sector, JAT is now in India, exclusively representing the Italian wood coatings giant, Sayerlack. Mr. Aelian Gunawardene spoke about the potential and challenges of the market. While on the subject of wood coatings, we also take a look at what is happening in Europe, where a consortium of 15 partners from industry and research institutes are developing and establishing standards that will facilitate the prediction of service life for exterior wood coatings.

In its 25th year of uninterrupted publication *WoodNews* is re-assessing its strengths and weaknesses, to retain its relevance and exemplary contribution to the industry's growth in India. In order to re-energise itself, the magazine has invited thought and business leaders from the industry – as well as from architects and interior designers working with wood-based products – to act as an Advisory Panel to the editorial team. You, dear Reader, are also welcome to send in your observations or suggestions, share news and opinions, and contribute industry-relevant articles to: editor@woodnews.in.

See you all at IndiaWood!

Dhananjay Sardeshpande

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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 PVC Fix

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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Prolonging service life



A consortium of 15 partners from the coatings and joinery industries and research institutes in Europe have been successful in receiving EU funding of €2.7 million towards Servowood, a project whose goal is to develop and establish European standards that will facilitate the prediction of service life for exterior wood coatings.

Source: BCF

Multifaceted exposure rack showing additional water spraying facility.

The consortium is made up of the European Coatings Federation, representing the European paint manufacturers, and trade associations and consultancies from Denmark, Germany, Spain and the UK, representing both paint manufacturers and the wood supply chain, together with

research institutes and two coatings and joinery manufacturers.

The total budgeted cost of the project

is €3.8m. The project started on the 1 January, 2014, and will run for three years. It will expose a wide range of wood panels to natural weathering and

a range of accelerated tests, some of which will be novel, to determine which tests best predict natural degradation.

It should help create more confidence among customers, who have so far been reluctant to use timber building elements, due to assumed high maintenance efforts.

The paints, coatings and varnishes manufacturing sector in Europe is worth

an estimated € 20 billion, supporting approximately 4130 small and medium enterprises (SMEs) and is responsible for employing 59,600 people.

In particular, the wood coatings sector is coming under increasing pressure from low-cost imports from Asia that have low solids content and subsequently poor durability.

Wood coatings require substantial testing to establish or predict service life across different wood species and climatic zones. The pace of development and potential long life of modern coatings means that real-life durability data will not be available when new products are brought to the market place and this creates a risk that affects SME joinery manufacturers and applicators.

Ultimately it will also affect the downstream customer and consumers who, in the absence of credible guarantees, may use less sustainable substrates for components, such as uPVC or aluminium.

There is a need in Europe to maximise the use of timber as a sustainable resource within the built environment. For coated components including windows, doors and cladding, this requires maximising service life and minimising maintenance costs.

Damaging effects

The external use of wood in buildings is widespread across Europe, where it is valued for both structural and aesthetic reasons. Wood is a renewable resource,

with 90% of wood consumed in Europe being grown in European forests.

To enhance the appearance and extend the life-time and use of wood joinery (windows, doors, cladding, etc.) it is typically coated with paint, varnish or stain. The two latter are often preferred since they enhance the appearance.

However their transparent nature does not protect from the damaging effects of UV light as efficiently as opaque paints. During its lifetime coated wood needs maintenance which is costly and needs to be kept to a minimum.

This leads to the strategic objectives of the Servowood project: to develop and establish European Standards and to significantly improve the capability of short-term laboratory tests, including "accelerated weathering" to predict behaviour under field conditions.

Service life is often defined as a time period before replacement or repair/maintenance is required. For many purposes "durability" and "service life" are equivalent. Predicting service life requires defining an end-of-life condition and then relating this to the factors that have caused the

progressive degradation leading to failure.

Service life

End-of-life conditions are often described as a "limit state" which in the case of an electric light bulb or a fuse can be unequivocal. This is not the case with coating failure, where properties such as gloss, colour, cracking, flaking, etc. change more progressively and at different relative rates.

Times to failure have a large distribution of possibilities which are strongly

affected by macro and micro climates and building orientation.

One way of generating the necessary data is to have an extensive outdoor exposure programme, preferably under service conditions. This is expensive and does not give fast feedback, particularly for new technologies and where the desired lifetime is a long one.

Thus, to meet the objective of shortening development cycles other approaches are used, among them artificial accelerated weathering, intensified natural weathering, extrapolation from early results, and mechanistic studies.

The Servowood project will concentrate on better understanding of the relationship between so-called accelerated weathering and natural weathering. It is expected to improve the precision of these tests and develop further tests that can predict service life more accurately.

Dose-response model

A key element of Servowood is to develop a dose-response model which will quantify the behaviour of laboratory and field exposure, treating both as equally valid. It is, of course, understood that it is field exposure (natural weathering) that is of prime importance to the end-user.

Conclusions are often expressed in terms of a correlation coefficient determined by regression analysis. Although relatively good correlations can sometimes be obtained they do not necessarily demonstrate a cause-effect relationship and it is frequently found that the rank-order of performance (which coating performs best, second best, etc.) changes between laboratory and natural weathering, and indeed between weathering sites.

The literature shows a great deal of scepticism about the ability to predict the effect on coatings of natural weathering from laboratory exposure. Furthermore, natural weathering is something of a moving target as the conditions

“ The best wood coatings already last 7-10 years, and reports of even 28 years have been recorded. Coatings manufacturers constantly have to re-formulate their products in response to environmental legislation and such changes can easily affect durability

continually change. By treating the two sets of behaviours separately, rather than trying to force a correlation Servowood will try to establish the parameters on which service life prediction should be based.

The experimental plan involves a number of elements:

- Preparation of test panels for laboratory and field exposure
- Selection and preparation of coatings
- Characterisation of panels at macro and micro levels before, during and after exposure
- Data-logging of conditions during exposure
- Systematic variation of the exposure conditions

Coating systems have been selected that are known from previous work to have a significant and differing effect on performance. Formulations have been prepared with different level and type of pigmentation (and therefore colour), different binder chemistries (alkyd and acrylic), systematic variation of the binder polymer to give different mechanical properties, presence or otherwise of UV absorbers.

Coatings have been exposed at different film thicknesses, since this is known to have a major effect on performance, and on different wood species, including Pine, Spruce, Larch (flat sawn and quarter sawn), Oak and Meranti.

The data generated will be interesting in its own right, but the prime objective is to improve the capability of accelerating tests and field exposure to give the same predictions. The selection will provide useful data for a wide range of combinations.

Weather meters

For laboratory exposure varying the exposure conditions in a systematic way is relatively straightforward. Commercial “weatherometers” are increasingly sophisticated in their options for control. There are several well-known configurations available which may use fluorescent UV lamps combined with spray or condensation cycles.

Other options are to use a xenon arc system which can also be combined with water spray. Temperature can also be controlled, but there are some constraints on temperature control due to the heat of the lamps.

It has also been found in the past that when wood panels are subject to spray cycles they become progressively drier. The project will expose selections of coating/substrate combinations to systematic variation of irradiance, time of wetness and temperature. This will build up a large body of data to establish the dose response relationships.

In the case of natural weathering the experimenter has less control over the conditions. Climate differs to a degree within Europe and the natural weathering test panels are exposed at five sites. It is important to have accurate and frequent data logging at the test sites, so that differences in the dosage can be recorded and related to the coating system response.

The Servowood project will expose a selection of test coatings on a multi-faceted exposure rack with nine faces. Thus each test system exposed will generate nine sets of data and a more accurate dose-response relationship.

The exposure racks can be fitted with a heater, a water spray or a combination of both. Thus, the range of weathering conditions is extended while still using natural sunlight.

An important point to make about the dosage variations that the natural and accelerated weathering regimes create is that they will be moderated by their interaction with the coated substrate. For example, a white and brown panel will reach a different temperature side by side; and it is this temperature rather than the ambient temperature which must be used in modelling.

The same situation applies to the effect of solar radiation on binder degradation which require an absorption band to cause damage. It is thus an important aspect of the project to determine the “effective dose” as opposed to the applied dose in accounting for the response of the coating system.

Courtesy: <http://www.servowood.eu/> ■

The coatings have been exposed at different film thicknesses, and on different wood species.



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(L-R) The instructor, Mr. Sven Kostross, the writer, and Altendorf Managing Director, Mr. Joerg Mayer, in front of the F45.

Simplicity in the basics

By Mervyn Sequeria

Going to Germany was quite like “What does Santa have in store for me?!” I was staying about a 5-minute walk from the Altendorf factory in Minden and was to report at 9.30 am. I found myself walking to the factory at 7.45, and it was lucky for me they were open and knew of my arrival.

I met Mr. Sven Kostross “in charge of training” and my instructor. We started by getting acquainted and then he started with a small presentation of the company. Mr. Altendorf used to make machinery in Berlin for wood processing; among them thickness and surface planers, circular and band saws. In 1906 he invented the sliding table saw for ease in cutting.

A few years later (1919) he designed his own production unit and relocated to

Minden. In 1956 his company started what they called “monoculture”: exclusive manufacture of the sliding table saw.

It was a wonderful experience to see how the Altendorf becomes “The Altendorf”. While some of the components are manufactured or molded in large quantities, each individual part – from the smallest electronic chip to the large sliding table – is further finished, inspected and only then allowed to move on to the assembly line.

Among the machinery used in the production, some are old, some highly sophisticated, and you also need the Altendorf!

A small point to note: the strength and sturdiness of the machine is in the frame. Each section of the machine

frame is first assembled as a tongue-and-groove assembly, then welded around the joints.

Each machine is individually produced with customer-specified requirements. So when it comes to inspection, every machine is completely assembled for its final inspection and nothing is left to chance. The inspection team completes about 10 machines a day.

Nearly 1,30,000 saw users the world over have placed their trust in the quality and user friendliness of an Altendorf sliding table saw. Someone using a sliding table saw must understand all the features and benefits to get the best quality of cut.

The complete training is a 3-day course, starting with a tour of the factory and followed by theory classes to understand the different combinations available. ▶

SUMELA



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The F-45, for example, has three control units and about 100 options. And the WA8 comes with about 17 options!

Practical instruction and learning starts at the showroom, where you can operate and understand the control units and see every option and combination available and its operation.

Thereafter to the machine room, where there are three machines pre-fitted with a few combinations, where you could physically operate to understand and get the feel. After this there is a session to clear all your doubts – I had not one!

Going through this training programme, it is possible to cut most material on the Altendorf with the right tooling. As a manufacturer I am able to decide what configuration I want my machine to have.

As a salesman I will be able to discuss with the customer the different options available to him; how best and which control unit would suit his operational requirements.

Altendorf Forum

This is more than just a place to meet. In fact it isn't actually a place in the physical sense! Altendorf's customers, distributors, and sales and service personnel can take part in the Altendorf Forum anywhere in the world: at trade fairs or conferences, at events or in-house exhibitions, or during factory visits in Minden.

Altendorf feels it is worth taking care of special friendships; that is why it sends out special notifications to friends of the company. If you are interested and want to know more, visit http://www.altendorf.com/en/contact.html?contact_default=altendorf_treff.

After the training I understood that India is ready for these machines. An operator with common sense is enough. Yes, we used to be price-conscious; but today we in India are proud to be quality-conscious as well.



Each section of the machine frame is first assembled as a tongue-and-groove assembly, then welded around the joints.



The Altendorf's sawing unit.

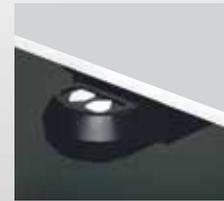
The Altendorf 'Saw School' offers free basic and extended courses that comprise of basic and extended service training, 2-day sales and application training, and topic-based training according to customers' demands.

My parting statement with Mr. Joerg Mayer (Managing Director) was: "The Altendorf is not manufactured, it is produced."

My late father bought Kaybee School Equipment Manufacturing Company in Hyderabad in the early 1970s. Ever since my teens my holidays used to be in the carpentry section, working on the lathe molding stuff, later doing my training in carpentry, machine tools, painting and paint technology.

About 35 years on, I wanted a new challenge so I started Marian Service a company selling "The Altendorf", and assisting customers on their requirements for machinery, tooling, coating, finishing. etc.

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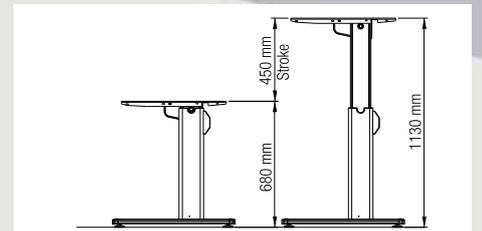
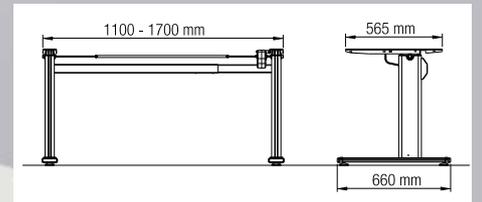
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'Skilling India' gets into mission mode



The third governing council meeting of the FFSC in Mumbai recently. Among the industry partners are Ebco, Godrej Interio, Hettich, Pidilite and Rehau.

By Shrikanth Sasi

Consider this: India is the second most populous country in the world and, at 1.28 billion, already accounts for more than a sixth of the world's population. Around 66% of India's population will be in the working age group by year 2022.

A "young" country can make good economic progress only if it can provide decent livelihood to its youth. Making the youth an asset or liability solely depends on state policies and their implementation.

Although India has always placed emphasis on education and vocational training, to drive the Union government's "Skill India" mission, a dedicated Ministry of Skill Development and Entrepreneurship was set up in November 2014. The National Skill Development Corporation (NSDC), a public-private partnership initiative of the government, seeks to skill a minimum 500 million people by the year 2022.

There are 40 sector-specific skill councils and 206 training partners, with more than 2,500 training centres of the

World competition

The World Skills Competition is FFSC's flagship event, held every two years. The Competitors represent the best of their peers and are selected from skill competitions in World Skills Member countries and regions. They are all under the age of 23 years (except for four skills that have the age limit of 25).

They demonstrate technical abilities both individually and collectively to execute specific tasks for which they study and/or perform in their workplace.

FFSC is planning to prepare candidates who shall participate in the 'joinery' and 'cabinet making' sections of the Skill Competition, to be held in Abu Dhabi in 2017.

In future, FFSC will conduct a national skill competition for the furniture sector to select good candidates who can represent India in the world event.

NSDC spread across 366 districts in the country. These sector-specific skill councils are autonomous, industry-led bodies that drive the skill development training in India.

The Furniture and Fittings Skill Council (FFSC) is one of such council of the NSDC, working in the domain of furniture and fittings. FFSC is mandated with creating qualification packs (QPs), establishing national occupational standards (NOS), linking job roles to a national skill qualification framework (NSQF), conducting "training the trainer" programmes and skill gap studies for developing a Labour Market Information System (LMIS) – in short, acting as a bridge between industry and trainees for the skilling.

Labour market

The furniture market in India is moving towards an organised segment by increasing customer preference for readymade, branded and online products. The preference of the consumer is now for high-end, low maintenance, and quickly installable products. The preference is also more for contemporary designs over the heavy, complex traditional furniture.

The industry faces challenges for getting well-trained persons. Here, FFSC works as a link to mitigate the problems of industry and impart skills to its potential work force. Not only are skilled candidates easily absorbed by small, medium or large companies, they can start their own business ventures.

Skill development/ training in traditional furniture industry is mostly done in an informal way, with skills being imparted to family members, relatives, etc. They are generally school drop-outs and work in the unorganised sector. Quite often they do not have any formal certificate, even if they are highly skilled.

EDUCATION

FFSC seeks to identify such skilled people and certify them through its Recognition of Prior Learning (RPL) scheme, so that they can enter the formal organised furniture industry.

FFSC is working with University Grants Commission (UGC) and NSDC to initiate carpentry-related courses in community colleges and Bachelor of Vocational Courses. This will enable candidates to acquire desired competence levels, transit to the job market at an opportune time, even return for acquiring additional skills to further upgrade their competence.

The current QPs of FFSC are: Carpenter & Assistant Carpenter (wooden furniture), Fitter & Assistant Fitter (modular furniture) and Lock Technician. Coming up soon will be interior designing, upholstery, wood carving, plastic and metal furniture, bamboo furniture.



Training the trainers programme in Indore (Madhya Pradesh).

Skilling centres

FFSC is in the process of setting up industry-owned state-of-the-art centres to cater to the captive demands of the corporate, enhance productivity of supply chain partners and meet demand arising from aspirations in the surrounding areas in a sustainable manner.

FFSC has already set up corporate skilling

centres with the help of industry members. The first of these is being set up with the support of Hettich India Pvt. Ltd. in the National Capital Region (Delhi) to produce highly skilled workforce for the modular furniture industry.

FFSC has also taken the initiative to tie up with state skill missions to implement industry driven training with the help of state governments. Each state offers its own opportunities and difficulties while implementing skill development activities. FFSC is developing model content for each of its job roles, which will be translated into eight regional languages.

So far FFSC has signed memoranda of understanding with Kerala's Additional Skill Acquisition Programme (ASAP), the Rajasthan Skill and Livelihood Development Corporation (RSLDC), and the Paschim Banga Society for Skill Development (PBSSD) from West Bengal.

Though this sector is known to predominantly employ male workforce, FFSC plans to develop job roles that will be suitable for both urban and rural women. As a first for this sector, one of the training partners of FFSC is training 11 girls in Amravati, Maharashtra, for the job role of carpenter.

The CEO of FFSC, Mr. Gural Singh, with prior experience as head of the Confederation of Indian Industry (CII) in the Persian Gulf and West Asia, plans to tie up with the Saudi Arabian embassy to outsource skilled workforce to the countries in the region.

- The writer is Manager (Task Forces) at FFSC. He can be contacted at shrikanth.sasi@ffsc.in.

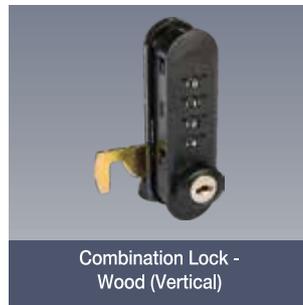
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Slaves to e-commerce?



On the eve of IndiaWood 2016, *WoodNews* introduces the first in a series of opinion articles from thought and practice leaders from the woodworking industry in the country

Mr. Jürgen Wolf.

I am now in my 15th year working in India, and in all those years I have been struggling to explain to our head office in Germany why there is no significant furniture industry in India compared to other emerging markets like China, Malaysia, Indonesia, Thailand or the Philippines. How is that possible, they kept saying, looking at me suspiciously, as if I was keeping something from them.

Well, I have been asking myself the same question for all those years – how is it possible! A country of 1.3 billion people surely has a huge requirement for furniture, and that should have given rise to a large organized furniture industry like in other countries. Yet, it has not happened. So, what is going on?

There are a few obvious reasons, in my opinion – please understand that what you read here is just my personal opinion based on largely anecdotal information, since hard facts, as we all know, are hard to come by in India. First, Indians like custom-made furniture. Many

families have a carpenter or small contractor who has made their furniture to their requirements for many years.

This trend is clearly changing with the younger generation, but mainly so in the metros. Then the business culture in India is largely based on trade. So, why go through the hardship of jumping through the multitude of burning hoops which the government puts in your way while trying to open and run a manufacturing unit when you can just import stuff and sell it? That is so much easier, and Indians are exceptionally good at it.

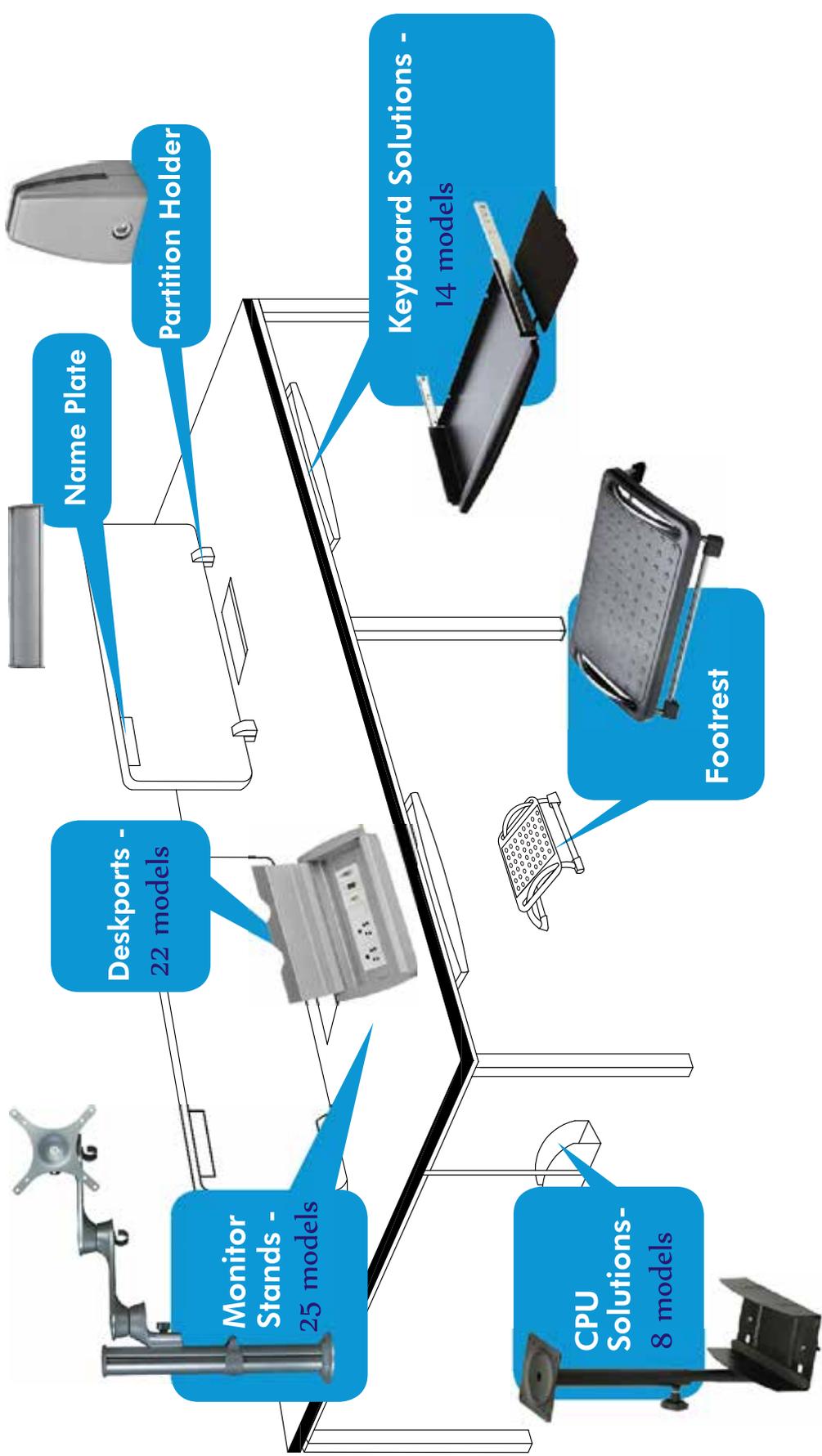
Challenges Galore

The few players who decided to go through the trouble of setting up their own manufacturing had a rocky road. It is one thing to set up a good manufacturing unit, which quite a few players have managed to do. But how do you build a brand and set up a network of sales outlets so that you can actually get the fruits of your labour in front of the customer?

Many have and are still struggling with those challenges. Lack of marketing know-how, exorbitant shop rental rates, finding the right franchise partners, no professional management structure, lack of capital and many other things have prevented the Indian furniture industry from building recognized brands and creating a significant physical retail presence in the vast land of India, or even one of her regions.

The result is that the consumer does not have much to choose from. My own experience of trying to buy a sofa set recently is a good example. I drove three days through the thick and unforgiving traffic in Mumbai to look at what was on offer. My first stop was Raghuwanshi Mills, a former mill complex which now houses several interior design businesses. Surely I would find something suitable here.

My hopes were soon dashed. As there are a lot of things available for the house that comfy sofa I was looking for was not. Or wait, there was of course one ▶



European brand which had everything I wanted... But then again I was not willing to spend Rs. 15 lakh on a sofa set, so my search continued.

After another two days and visiting several other shops in different parts of the city, I finally settled for something which I was certainly not in love with but would do. I still look at that dark brown leather monstrosity every day and think: how much better I could have done if there was more choice available!

Convenience Over Choice

Enter the new e-commerce companies like Pepperfry, Urban Ladder, Fabfurnish and many others which have made an entry into the market. Initially my German mindset said, "Forget it, who is going to buy furniture online, where you cannot touch and feel it? Even worse, who would buy a kitchen online which is a major investment and will stay with you for many years?"

Yet, as these new players are still small and only present a fraction of the entire furniture sales annually (roughly Rs. 870 crore in 2016) they are expected to grow at a compounded annual growth rate of 75% and slated to reach Rs. 4,700 crore by year 2020. Is this just a fad which will soon fizzle out?

I don't think so. My own experience tells me that the brick-and-mortar furniture outlet market is grossly inadequate in providing me with the access and choice of furniture I want to buy. So, is it not easier just to go online from the comfort of your living room and surf the various options which are available?

For one there is a wider choice, but more so there is convenience. We all work long hours, so when do we have time to go on a furniture hunt on congested roads across town and look at the few

available outlets with a relatively thin chance of finding what you are looking for? In my opinion e-commerce is here to stay and grow.

Job Workers

What does that mean for the furniture industry? Initially there is more growth since the furniture portals have to have their furniture made by the established players. That is a good thing! Now there is more money to re-invest in the business. Quality standards will rise since e-commerce players will have to ensure that they deliver consistency in quality if they want to survive.

Productivity is also likely to rise since you would now be making lots of the same thing, instead of manufacturing to individual orders. Best of all there is much less expense for logistics and marketing. A lot of capital is freed up. Possibly if you managed to negotiate well, even your profits will increase. All good then?

Well, that depends on how you look at it. If you are content with the fact that you are now job worker, who just makes what he is told to, then certainly yes. But if you have ambitions to build your own brand and become a respected and recognized furniture player of your own, this business model should give rise to concerns.

If the e-commerce players are successful, they will be the brand. Quality, logistics and installation will all happen under their name. You are just a sub-contractor who is easily replaced with another under a variety of scenarios. Think about that choice.

Coming Up...

Two more trends will also change the furniture market in the years to come. First of all Ikea will open up three shops

next year and will roll out up to 25 more over the next few years. They will operate much like the e-commerce companies by finding local manufacturers who make furniture for them. In my opinion they will be even more successful than any e-commerce player because Ikea is a one-stop-shop... The one I was looking for when I bought my sofa!

A huge range across all furniture types in an acceptable quality, trendy and price sensitive: all under one roof! Did we have an Ikea in Mumbai, I would have driven there, found my sofa and bought it – and on the way through the shop probably have picked up five other items which I was not even planning to buy. You cannot beat physical retail outlets where you get the full experience!

The other trend, in my opinion, is that a number of foreign manufacturers will enter India in the next few years. Many of them are already here, testing the market and building their brands in partnership with importers. As they understand how inadequate the organized furniture industry in India is, and the vastness of the opportunity to sell branded furniture to the burgeoning middle class, some of them will set up shop. The present government is ready to facilitate this to a level never seen before in India.

These players will have manufacturing experience, brands, retail experience and money to finance their expansion. So, is India's furniture industry on its way to becoming a bunch of anonymous and easily replaceable job workers? I hope not. I hope that manufacturers will rise to the challenges, build their own brands and outlet networks, possibly parallel with the money which is earned from job work. The clock is now truly ticking!

– The columnist is Managing Director, Hafele India Pvt. Ltd. The views expressed by him here are personal and do not necessarily represent those of his company. ■

“ Ikea will be even more successful than any e-commerce player because it is a one-stop-shop, where customers get the full experience.



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More than 650 exhibitors, over 40,000 sq. metres

The 9th edition of the bi-annual IndiaWood – Asia's largest trade fair for the woodworking and furniture manufacturing sector – will be held at the Bangalore International Exhibition Centre from 25 to 29 February, 2016.



As the leading platform for this sector, IndiaWood gives buyers a complete overview of the market in all its dimensions. IndiaWood is seen as a driving force behind innovation and success in the global scenario for furniture production technologies and the woodworking sector. The trade fair consistently sets the pace for the next two years.

In 2014, more than 580 companies from 24 countries presented their exhibits on 38,000 square metres of space, from leading international manufacturers to specialized newcomers.

More than 32,700 visitors from 38 countries and 278 cities from 27 states in India attended IndiaWood 2014. Of these 80% visitors came from across India: they were those that participate in the decision-making process.

This year, more than 650 companies – representing a vast array of furniture production technologies, woodworking machineries, tools, fittings, accessories, raw materials and products – will take part, confirming yet again the trade show's leading role in the growth and development of the furniture manufacturing industry on the sub-continent.

More than 40,000 craftsmen, woodworkers & 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; and the entire woodworking ecosystem from all over India and South-East and South Asian countries is once again looking forward to IndiaWood 2016.



Highlights

- 40,000+ professional visitors
- 650+ exhibitors from 40 countries
- 100+ media representatives
- 12 country pavilions
- 40,000+ square metres of space

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



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

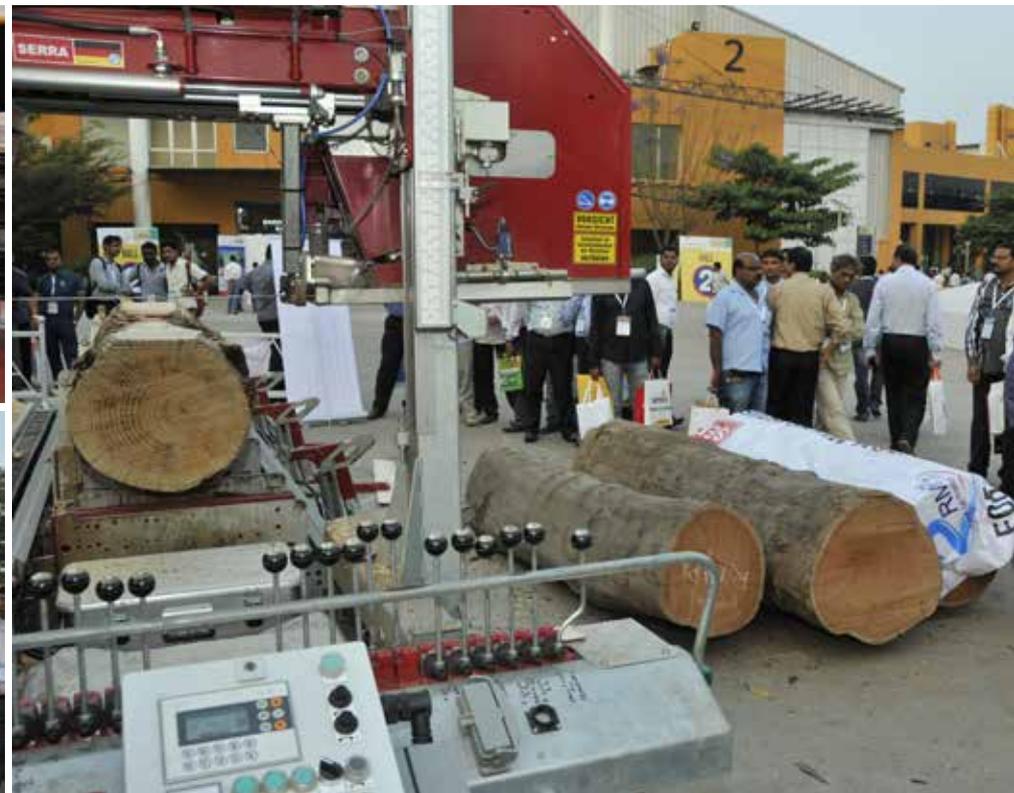
As usual, as the sector-leading B2B platform, IndiaWood continues with the support of industry stakeholders and associations, among them Eumabois (the federation of 14 national associations of woodworking technology and accessory manufacturers in Europe), the Export Promotion Council for Handicrafts, the Indian Laminate Manufacturers' Association, the Indian Plywood Industries Research and Training Institute, the Association of Furniture Manufacturers and Traders, and the American Hardwood Export Council. ■

Special attractions

- In a first, IndiaWood 2016 is helping convert business opportunities into purchase orders at the **Furniture Dealers Corner**. This is a special area on the show floor earmarked for furniture manufacturers and entrepreneurs to showcase the latest, innovative ideas, as well as elegant furniture and furnishing designs to help them expand their sales pipelines through dealers, distributors and retailers.
- *WoodNews* magazine, in association with the Karnataka Chapter of the Indian Institute of Architects, is organising the **Architects Seminar** featuring speakers of international repute. To be held on the IndiaWood premises on **26 February**, its theme is 'Wood in Architecture'.
- **Sourcing Forum**, also organised by *WoodNews* magazine, is a B2B connect between furniture manufacturers from across India and retailers from e-commerce platforms and established furniture chain stores that are looking at sourcing innovative products. It is scheduled to be a day-long affair on **27 February**.

The meetings are focussed on understanding of the retailers' categories, sourcing patterns, logistics, and so on. Having organised three successful events in the recent past, *WoodNews* has roped in Pepperfry, Urban Ladder, FabFurnish, Flipkart, ebay, Snapdeal, Homelane, Furlenco, Stitchwood, Livspace and Home Town.

- In association with the Indian Institute of Architects (Karnataka Chapter), leading architects will be designing and producing **wood-based installations** that will be displayed at prominent locations at the venue during the entire duration (**25-29 February**) of IndiaWood.



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“ Total exports of US hardwood lumber to India reached US\$ 1.63 million and a volume of 3,283 cubic metres during the first three quarters of 2015, according to the American Hardwood Export Council (AHEC), the leading international trade association for the American hardwood industry.

The statistics, which have been compiled from the latest data released from the United States Department of Agriculture, reveal an increase in value of 83% over the January-September period of 2014, and an increase in volume of 198% for the same time period.



Mr. Roderick Wiles

AHEC Director for Africa, Middle East, South Asia and Oceania

**AHEC
expects
3-fold rise
in exports
to India**

WoodNews asked a few experts and exhibitors why furniture manufacturers, architects, interior designers and other professionals should visit IndiaWood 2016

In addition, direct exports of US hardwood veneers to India reached a total value of US\$ 664,000 million during the January-September period of this year, falling by 49% in comparison to the same period in 2014.

“Over the next decade, India is expected to become the world’s next substantial wood fibre import market (second only to China). Due to the scarcity of domestic timber resources, log imports in India have doubled since 2006 in order to meet the country’s growing appetite for wood products. Overall, timber exports to India are expected to triple by 2021,” said Mr. Roderick Wiles, AHEC Director for Africa, Middle East, South Asia and Oceania.

A closer look at the statistics reveals that around one third of shipments were accounted for by hickory, but a wide range of other hardwood species were also imported. Although still in its infancy in terms of market potential for kiln-dried US hardwood lumber, there are also signs that demand is picking up.

With an aim to raise the profile of American hardwoods in India, AHEC has announced its participation in IndiaWood 2016 in Bangalore. AHEC also plans to host a series of educational seminars and workshops across India, which will revolve around educating attendees about the wide variety of American hardwood species as well as their important environmental credentials.

“ **Mr. Jay Garg**
Advance Polymers

Being a new venture, we got immediate recognition and increased business due to participation in IndiaWood. That is why we are participating in all your trade shows.

“ IndiaWood has given us a large market visibility, which in turn has given us presence all over India.

Mr. Tushar Ganatra
Fabwood

“ **Mr. Sandeep Kedia**
Shinto Corporation

Over the years Shinto Corporation has been a regular visitor to IndiaWood, which undoubtedly is one of the best shows, attracting both Indian and foreign participation from the woodworking and furniture industry. This is the main reason for Shinto Corporation deciding to debut in IndiaWood.

“ ‘E-Door’ is a leading producer of high quality doors. Our participation in IndiaWood has created awareness for our brand among all architects, builders and project developers.

Mr. Chandra Shekar
Gayatri Industries

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The use of wood and wood-based products as structural and decorative elements, furniture, doors and windows,

Ms. Leena Kumar

Head of the Indian Institute of Architects (Karnataka Chapter) and leading Bangalore-based architecture firm, Kumar Consultants.



flooring and even utensils is well-known, well-appreciated, and culturally aligned to the Indian context.

In addition, we have craftsmen with enormous talent and knowledge in the handling and use of the material, which has been passed down through generations, to be nurtured and cherished.

An exhibition such as IndiaWood, which showcases its many varieties and applications, products and manufacturing technologies is a good place to learn about the latest in the most advanced building material of the day!

“ Mr. Jairaj Nair

Best Innovative Products LLP

We had not exhibited in the past, but the organisations with which we are affiliated had very good experience at IndiaWood. This motivated us to exhibit this time around.

“ IndiaWood has helped us expand, from being a regional company to other cities such as Delhi, Bangalore, Hyderabad, Trivandrum, etc.

Mr. Dhanesh Bhatia

Aryamman

“ Mr. Nirav Shah

Jai Industries

Jai has been associated with IndiaWood since its inception. We have grown manifold due to our participation in this exhibition.

“ IndiaWood helps in strengthening relations with our customers and industry. It also helps us assess the direction and future of our business and industry.

Mr. Keyur Gajjar

Rushil Décor Limited

“ Mr. Naveen Chowdhry

Inox Decor Pvt. Ltd.

We have grown manifold after participating in IndiaWood.

“ IndiaWood has helped us get pan-India recognition. We now have our branches in Chennai, Hyderabad, Kochi, Kolkata, Surat, Pune and New Delhi.

Ms. Darshini Modi

Sharp Ply (India) Pvt. Ltd.

“ Mr. Amit Arora

Balaji Action Buildwell (Action Tesa)

We have been exhibiting at IndiaWood in the past and it has been a good experience. It gives us a chance to showcase our products to buyers from all across the country.

“ Our many international customers also look forward to meeting us at IndiaWood.

Mr. Santosh Mane

Master Handlers Pvt. Ltd.

“ Mr. Sumesh S.

FEIN Power Tools India Pvt. Ltd.

The last edition of IndiaWood got FEIN a 20% increase in the sales of its products in this particular segment.

“ IndiaWood has been one of the important contributor towards the rapid growth of Kupsa Coatings. Our customers found us at this show year after year, which has given them confidence about our reliability, consistency and maturity of the organization.

Mr. Pankaj Singh

Kupsa Coatings

'Soft woods' are perfect fit for architects

“ India is certainly one of the faster growing economies in the world today. Initiatives being taken by the current government to accelerate economic growth appear to be moving in the right direction. As the country grows, the need for raw materials increases exponentially, an uninterrupted and reliable supply from sustainable sources is required for materials that are eco-friendly.

Wood is one such raw material. But India's forests have been over-logged and are now protected. The availability of tropical hardwoods from traditional

sources outside India has also been declining steadily due to rampant deforestation.

As such, imports of conifers (often referred to as “soft woods”) have been increasing, and today that figures stands at over 35% of the total wood imported into India. It is estimated that 50% of India's solid wood requirement of over 15 million cubic metres per annum is met by imports, which is poised to further grow.

One potential source for import of wood is Canada, which has over 10% of world's total forest cover and a remarkably successful system of sustainably managed forests in place. Conifers are easy to work with and stack up extremely favourably against traditionally used hardwood species in terms of strength, durability and reliability.

I thus see IndiaWood-2016 as an ideal platform for architects and interior designers, to witness different wood species and products, designed and made by some of their peers and leading manufacturers in India.

Biesse-India

IndiaWood is a very strong platform in the woodworking industry to communicate with target customers. Over the years we have seen a substantial improvement in both the quality and number of visitors, which is a clear message that there is a whole world of opportunities open in India that need to be tapped. We are noticing a good 25-30% increase in unique visitors, which provides a solid base for the sales team during the entire year. IndiaWood also plays a vital role in creating awareness about woodworking technologies among Indian customers.

“ Mr. Gustavo Milazzo GCM Trade

It is our first time at IndiaWood. We chose it because the show was highly recommend by our Indian customers as the main wood exhibition of the country. We have a high expectations to meet potential buyers and develop long-term relationships.

“ We have grown 50-75% on account of our repeated participation in IndiaWood.

Mr. Ashish Dalmia Soham Brothers

“ Mr. M. Rajeev
Aica Laminates India Pvt. Ltd.

We have been able to achieve better exposure, particularly with the OEM segment, on account of participating in IndiaWood.

“ Homag Group has been participating in IndiaWood since 2002. Our participation has helped the group to penetrate new markets.

Mr. Govind Assudani Homag India Pvt. Ltd

“ Mr. T. Gopi
Woodtech Consultants Pvt. Ltd.

IndiaWood has always been our major platform to showcase our technology and new machines. IndiaWood has attained a very high position in the last decade. With every edition of IndiaWood, we grow by 10-20%.

“ Participating in IndiaWood certainly helps because all stalwarts and new entrepreneurs make it a point to visit the show to update themselves about trends and get a vision of products available in the market.

Mr. Nitin Vaze Sleek Boards India LLP

“ Mr. Ashish Chopal
Chopal Timber Company (Sagar Plywood)

After getting a good response from DelhiWood 2015, we decided to participate in IndiaWood to mark our presence in South India.



Mr. Pranesh Chhibber

Country Director, Forestry Innovation Consulting India Pvt. Ltd.



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Team at work (L-R): While you set up appointments with potential customers, your staff registers walk-in visitors, makes new contacts and seeks feedback on your participation at any trade fair.

Rich rewards for concerted efforts

Participating in a trade fair is no mean task: budgeting for it, booking adequate space in an advantageous location, preparing a theme for the exhibits and their display, arranging for transportation and logistics of men and material to and from the venue... The list is quite long!

What are the objectives of your participation? Gaining new customers? Promoting your company's brand? Introducing new products or technology to the market? These are questions that will determine your presence at and planning for the trade fair.

Defining your objectives for participation, and communicating these with internal staff and potential visitors is a must to achieve success. This will help in arriving at a realistic budget calculation to create a solid basis for your participation.

Rough estimates, rule-of-thumb calculations or "ballpark figures" usually lead to compromise solutions that will prevent you from achieving your objectives. In fact, determining your objectives beforehand also helps you measure your success in spending on and participating in trade events.

According to AUMA, the German trade fair industry's umbrella organisation, anyone who plans early saves cash. Nothing causes more costs than last-minute planning and subsequent changes. In order to stick to the budget make sure that you have regular feedback meetings with your team.

Booth presentation will depend on whether you have new products or technology, or if you are there for brand recall.

Define concept

An impressive trade fair booth/stand attracts visitors and arouses interest in your company. The trade fair budget and size is not important for this. What is important is a coherent concept or theme that supports you in achieving your trade fair objectives.

If you wish to increase awareness of your products, the booth concept will place your products in the foreground. If your most important objective is to make contact with new customers, then the main focus of attention for your booth should be the interest it generates from afar, with eye-catching products that get noticed.

The main purpose of a trade fair is to enable discussions to take place. It is, therefore, important to plan areas where meetings can be held in a pleasant atmosphere. Ensure that the optimum selection of exhibits are on show and that graphics, lights, colour and materials are used purposefully.

Ensure also that there is a clear division between communication and presentation areas by means of plants, semi-transparent partitions or split levels. Create a different atmosphere in each area, perhaps by using different flooring or distinct lighting.

From the start, ensure that you have calculated sufficient space for the back office area, storeroom, wardrobe and refreshments. Ensuring good orientation for the visitors at your booth is particularly challenging: information counters should stand out as the first port of call and the different stand areas should be clearly distinguished by clear signage.

Identify audience

Why are visitor invitations so important? According to an AUMA survey, a trade fair invitation is the most effective form of addressing visitors. In addition, trade fair invitations offer a magnificent opportunity to distinguish an exhibitor from the competition and to generate interest.

Keep in mind that the time available to the visitor is limited. More than 80% of all trade show visitors plan their visit in advance by making important appointments. So, it makes sense to use targeted invitations to ensure appointments lead to productive outcomes.

The most important rule in planning an invitation campaign is to plan early! Updating and adding to address data alone takes up time – and is essential. Addresses should be categorised to establish who you wish to invite by e-mail, which guests are to be invited by a personal letter, and who is to be invited directly.

When sending invitations remember: your targeted visitors need more time in advance to plan their appointments. A precisely defined appointment schedule is not only important for multi-level invitation campaigns; it is also just as important to get the content of the invitations right, with further marketing measures.

According to AUMA, multi-level invitation campaigns achieve a much higher degree of attention. For example, "save the date" e-mails have proven to be useful for the first step; then a personal ▶





Dialogue includes your presentation, visitors' challenges and a promise of resolution.

letter for the second step; and lastly a personal reminder call shortly before the trade fair starts.

Create interest

While doing so, create special incentives for visiting your stand at the trade fair and arouse interest in the innovations that you present on your stand. Vouchers, an invitation to a stand party, or to presentations and suitable "giveaways" will also help increase interest in visiting your stand.

Trade fairs are also an ideal forum to acquire new contacts. Exhibitors must inform potential visitors of their participation in the trade fair. Include the announcement that you will be at the trade fair in all your communications: in your e-mail signature, on your website, in advertisement space in publications or in a newsletter.

Ensure that you generate interest by announcing highlights, such as specialist speeches from well-known experts or exclusive product premieres. Newsletter subscriber pools, community platforms and the trade fair exhibitor database are valuable sources.

Common Objectives

- Maintaining contact with regular customers
- Acquiring new customers
- Observing competition & benchmarking
- Identifying/ acquiring new business partners
- Branding & increasing public awareness
- Gaining insight into customer behaviour
- Creating new distribution channels
- Identifying new market segments.

Offer visitors the possibility of making contact by having your entry and contact details in the trade fair directory. The trade fair communication platforms also offer numerous options for drawing attention to your participation – "show

dailies" at important trade fairs are one example.

Check out these and more opportunities at IndiaWood 2016 by emailing tony@pdatrademedia.com.

Open dialogue

An exhibitor can only achieve his/her objectives if the team is aware of the objectives, messages and strategies. It also helps to have advance knowledge of which competitors are at the same trade fair, in which role, and with what products and services.

Daily team meetings are necessary during the trade fair: this way you can react to problems that arise immediately and obtain feedback to set matters right.

Trade fairs are platforms for business dialogue: avoid entering into a monologue about your products and services; ensure a discussion instead; and find out your customer's challenges and requirements during the meeting.

Do not merely answer questions, but ask targeted questions too. Even if a solution is not at hand, ensure you set a timetable to revert to your potential customer's queries: scheduling another appointment, or supplying more information, or an offer letter sent after the show.

Planned recording of contact data guarantees success. A record of the meetings simplifies the evaluation of your trade fair contacts and enables a quick response to your visitors. This information must be recorded directly after the meeting. Notes made during the meeting show your visitor that you take their matters seriously.

Courtesy: AUMA, the German trade fair industry's umbrella organisation. Founded in 1907, it represents all partners shaping the trade fair market: exhibitors, visitors, trade fair organisers and service companies. (<http://www.auma.de/en/seiten/default.aspx>)



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Western Red Cedar in all its glory

Canadian Wood (British Columbia) will feature an outdoor gazebo in Western Red Cedar, between Halls 2 and 3 at the IndiaWood 2016 venue. It will stand testimony to the Canadian species' great outdoors ability and versatility. Queries on the construction of the gazebo and Canadian wood species will be addressed by personnel manning the BCFII booth.

Western Red Cedar (*Thuja plicata Donn*) grows at low to mid elevations along the coast and in the wet belt of the interior of B.C., where the climate is cool, mild and moist. It is a large tree, up to 60 metres tall when mature, and 2.5 metres in diameter.

It is often found alongside Douglas-Fir, Sitka Spruce, Black Cottonwood and Red Alder, and is rarely found in pure stands. Western Red Cedar makes up approximately 8% of B.C.'s total growing stock, and is one of Canada's most commercially valuable species.

Many applications

Due to its unique properties Western Red Cedar products have been developed for a variety of applications. It is a popular wood for outdoor furniture and playground equipment, besides interior applications.

This wood is popular for sash, doors and windows, ceiling and wall panelling, as well as for millwork. Due to its dimensional stability it is perfectly suited to uses such as sauna panelling, mouldings and window blinds. It is also a good choice for musical instruments due to its superb acoustic resonance properties.

The main benefit of Western Red Cedar is its excellent durability and dimensional stability, leading to uses such as roof shingles, exterior siding, exterior cladding, decking, weather

boarding, green houses, portable buildings, poles, posts, fences, ship and boat building, as well as for boxes and crates.

Western Red Cedar is a fairly lightweight wood, which is moderately soft and low in strength. It is known for its excellent working properties, and its ability to take a smooth, satiny finish.

It is relatively easy to work, with good machining qualities. It planes and shapes well and can be sanded to a smooth finish. The wood glues easily, has moderate nail and screw holding ability, and takes a good finish.

Hot-dipped galvanized or stainless steel nails are recommended for use with Western Red Cedar as the acidity of the extractives in the wood can accelerate the corrosion of metals and leave a black stain when the wood is wet.

It is essential that stainless steel, brass, aluminium, copper or metals with a protective coating be used when applying fittings, fixtures or fasteners to Western Red Cedar products.

For more information on the availability of Western Red Cedar and B.C. wood products, email info@bcfii.in.

Did You Know?

- Western Red Cedar is the official tree of the province of British Columbia
- The largest living tree in Canada is a Western Red Cedar with a 5.9-metre diameter
- Because of its natural decay resistance even dead Red Cedar trees can remain sound in the forest for over 100 years.



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Barberan's innovations

More than 85 years of experience contributed to consider Barberan a world reference as a finishing machinery developer and manufacturer. Since its establishment, Barberan has been characterized by continuous technological innovation as a result of a constant research to offer customer focused solutions.

Long experience and creativity allows Barberan to design and manufacture machines of highest production reliability in order to achieve both, excellent finished surfaces and an important reduction of processes and thus manufacturing costs. The solutions are created according to the production requirements of each customer: large or small capacities, flexibility needs, immediate response to growing market demands, etc.

Barberan offers 4 divisions for single or combined solutions: Laminating, Profile Wrapping, Coating and Digital Printing.

This year, Barberan participates in IndiaWood exhibition, being held in Bangalore 25-29 February, with a laminating and a high-gloss hot-coating line which will be demonstrated live at the stand of its representative company in India, WoodTech.

Hot-coating system

In this process, the product hot-coating created by Kleiberit is applied directly on the melamine surface acting as primer and base coat at the same time. This feature eliminates the need of including primer application machines and saves production costs with a shorter coating line.

This line summarizes the five basic steps of the high-gloss coating concept in one unique continuous process. It is simple, compact and avoids all typical

difficulties that may appear in such treatments with a simple and compact line that improves surface properties, resistance and durability using conventional UV systems.

This includes hot-coating, filler, base and top coat applications and sanding. This line is suitable for board widths from 600mm up to 2400mm upon demand.

It also can be combined with the JetMaster digital printing technology, where the manufacturer can produce totally customized decoration or wood grain surfaces on the spot, eliminating the need of storing models for immediate delivery.

This is also a highly efficient solution when it comes to delivering many different designs or small quantities without having to increase production costs.

Gluing line

With more than 25 years experience manufacturing PUR hot-melt application machinery, Barberan presents its entry level PUR hot-melt laminating line. The core of this lines is the most popular PUR hot-melt glue spreader in the market, the model EN-PUR-33, with more than 400 units delivered already.

The entry-level panel gluing machines that have sold more than 400 units already.



It has motorised height adjustment of the gluing rollers; independently adjustable speed of application and dosing rollers; and pneumatically actuated side glue sealing plates to compensate for thermal expansion of the rollers.

Feed Speed: 5-25metres per minute

Work piece width: 1300 mm (other models till 2600mm)



Barberan's lines reduce the five basic steps of high-gloss coating into one continuous process.

Work piece thickness: 3-100 mm

Glue application roller diameter: 248 mm (silicone, chrome plated as an option)

Glue dosing roller diameter: 248 mm (chrome plated)

Caladering rollers diameter: 238 mm (rubber, chrome plated as an option)

Wrapping line

Barberan's modular wrapping components allow to create wrapping lines suitable for wood, particle boards, MDF, aluminium, and PVC profiles with wooden veneers, paper or PVC foils, using a sequence of independent modules suitable for almost any kind or wrapping process.

Modular wrapping is suited for wood, MDF, PVC or aluminium profiles.



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Hettich's new Silent System slows doors down in closing, opening and colliding direction.

leaving them to open and close with a gentle movement while also preventing them from colliding.

The Silent System also impresses by being so easy to install. TopLine XL provides design flexibility for doors in thicknesses of up to 50 mm and made from a variety of materials.

Large sized, floor-to-ceiling cabinet designs and alcove solutions are easy to produce and a breeze to align with the integrated adjustment capabilities.

Door height, overlay and offset can be adjusted to meet any chosen preference. Optional pre-assembly gives you ready fitted end stops and activators, saving time and money.

Sturdy cabinets and simple furniture constructions are easy to create because the new runner profile gives the cabinet even more stability while discreetly disappearing into the background.

The result: a closed cabinet front with a look of perfection.

Large surface fronts, floor to ceiling cabinets: purists just love sliding doors! And sliding doors love TopLine XL. Because the concealed system moves large, heavy doors smoothly and quietly, even if they weigh up to 80 kg.

Virtually invisible and fascinatingly silent, the concealed TopLine XL sliding door system from Hettich brings smooth gliding action to doors. The Silent System cushions door movement,



Purist furniture design from hidden system installation in the top panel.



Optional service for pre-mounting stops and activators in the runner and guide profile saves time and money.

Nova SI 400 from SCM



The new SI400 Nova 16" sliding table saw from SCM is the most versatile machine for any shop wanting to safely and accurately square panels, or straight-line thick, solid wood lumber. With its 16" blade capacity (with scoring blade mounted) shops can cut up to 5.5" of material!

Externally it offers a large 10' sliding table that rides on hardened steel guide ways with ball bearings. Internally this

machine incorporates a massive cast-iron blade group, with a completely enclosed structure for lifelong durability.

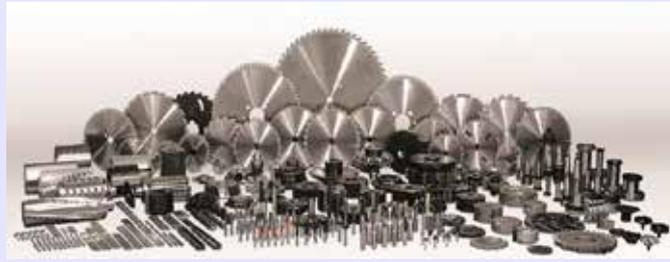
The blade tilts using a large industrial screw, sits in a double hung trunnion mechanism, and the entire blade group rises and falls with the blade. Its controls are located ergonomically on the front of the machine with two hand wheels.

A patented design ensures perfect

movement in both tilting and raising and lowering the blade, and also prevents pitch and dust from building in the gear system. The rip fence features a large steel round bar with heavy cast iron knuckle, and has a micro adjusting feature with a can lock to ensure rock solid positioning.

This 400 Series machine is extremely affordable, and offers the heaviest features for a very low price point.

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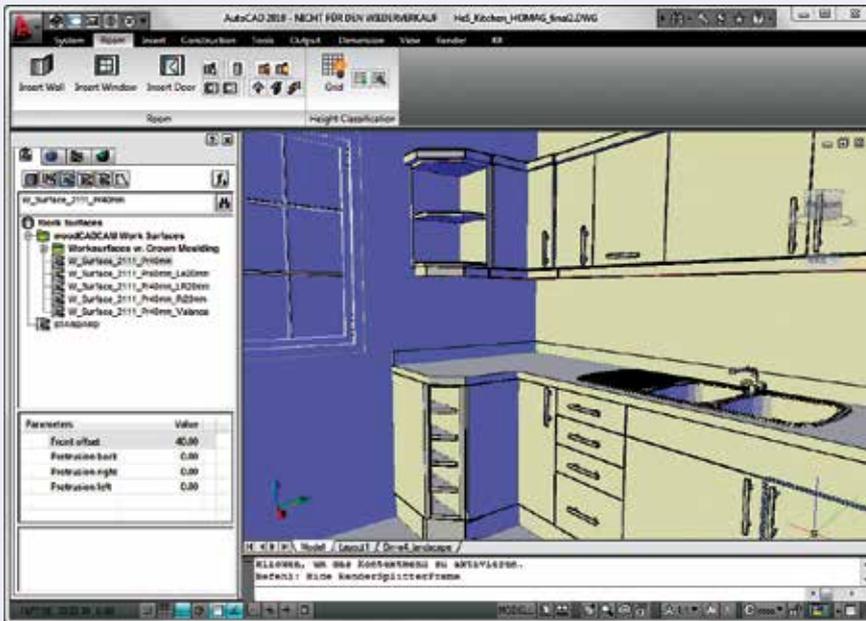
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Homag's e-solution: WoodCAD|CAM



This software gives ideal solutions for designing and integrating the details for modular furniture, kitchens, storage and living rooms and office furniture.

The outstanding advantage of WoodCAD|CAM is the automatic CNC programming for Homag Group machinery. Detailed machining data can be already derived from the planning and design.

From the individual CNC machine and then over to the workshop unit out of saw, edge and CNC including 5-axes machines up to full automatic industrial plants a professional and economical CNC connection is possible.

Suitable identification of a work element is via barcode. All required CNC programs are directly generated from the 3D design for the complete order including all parameters.

This software gives ideal solutions for designing and integrating the details for modular furniture, kitchens, storages and living rooms and office furniture.

WoodCAD|CAM is the software for furniture and interior design. Whether standalone furniture or complex room designs, the entire process from the first draft to the finished product is as simple as it is impressive.

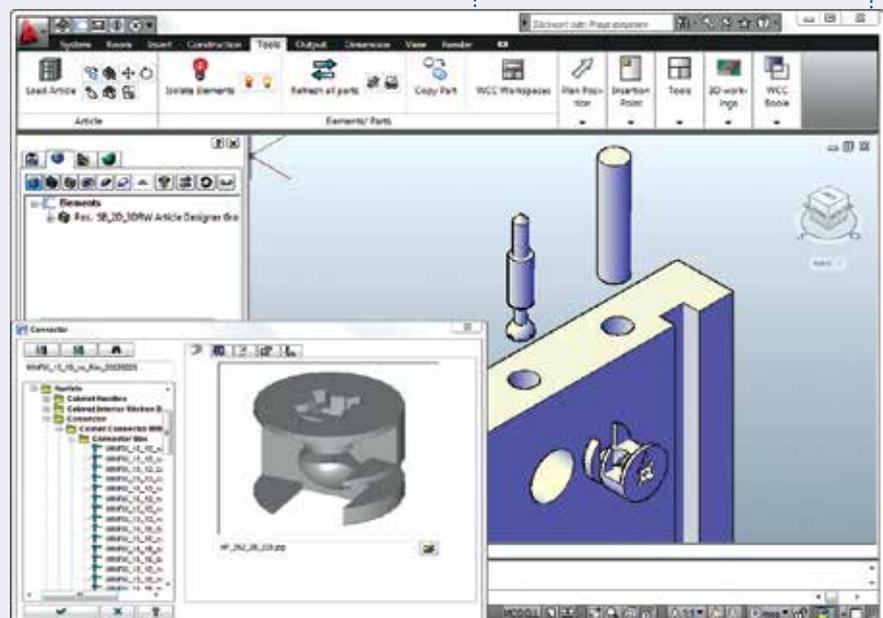
By a mouse click, production drawings and bills of material are immediately available after finishing the design. Design data are automatically forwarded to Homag Group CNC machines for further processing.

An impressive photo-realistic visualization provides not only smooth communication with architects or building owners, but a successful sales or prototype presentation.

A comprehensive library with intelligent and parametrical connections allows fast and safe design. WoodCAD|CAM selects suitable connection elements optional with the necessary accessories, sets the fittings by means of parametrical rules and generates workings such as drillings or grooves on adjacent parts.

Drawings, part list information or CNC programs are automatically updated. The catalogues provide panel materials, materials, fittings and much more. These data can be updated online on website's service menu at any time.

A comprehensive library with intelligent and parametrical connections allows fast and safe design.





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Kastamonu's Dorpan conquers hearts

Kastamonu Integrated wood industry is one of the biggest manufacturers of wood-based panels in the world. Founded in 1969 in Istanbul, Turkey, it produces raw and laminated chipboards (Yongapan, Yongalam, Teknopan, Teknolam), raw and laminated MDF (Medepan, Medelam), laminate flooring (Floorpan, Artfloor), door skin panels (Dorpan), as well as related value-added products like high-gloss boards (Glossmax, Evogloss, Acrylic Panel) and worktops (Neotop, Technotop).

Kastamonu's HDF moulded door skin brand 'Dorpan' owns 40% of Europe's door skin production capacity and 10% of the world's capacity. Dorpan panels produced with a wide range of model choices are supplied to the customers with double layer water-based primer, which is suitable for all kinds of finishing paints and varnishes.

The four main reasons provide the basis for the success of Dorpan:

- Selected good quality wood as raw material

- High performance production with high-tech machinery
- Well-trained specialists
- High product quality and reliability.

Dorpan's range of interior molded door facing provides all the beauty of solid wood with no disadvantages; it has the beauty of wood without knots and imperfections. Dorpan doors offer the most modern and aesthetic look, while it keeps the traditional familiar look and feeling of a well-crafted wooden door.

Production of Dorpan door panels are monitored in detail in all production phases and whole process, starting from debarking is performed in automatic lines supervised by high qualified personal in order to reduce variation of errors to a very limited level. Dorpan has 16 different formed models: Anatolia, Aspendos, Assos, Perge, Simena, Side, Patara, Efes, Hitit, Artemis, Sumela, Olympos, Truva, Smirna, Patras and Sara.

As of year-end 2014, Kastamonu Entegre



had an annual capacity to produce 4.55 million cubic metres of wood products, including 2 million cubic metres of MDF and 2.55 million cubic metres of particle board.

At end-2014, Kastamonu Entegre reported a consolidated turnover of US\$ 1.2 billion. The Company operates 13 production facilities in 10 different locations.

Computerised panel saw from Tai Chan

Established in 1978, Tai Chan Machinery Industrial Co. Ltd. is a specialist in design and manufacturing in various panel saws and has been developing advance PC optimizing software since 2002. This, combined with the outstanding mechanical design, enables Tai Chan machines to be fully recognized by customers.

Its SH series is a new revolution computerised panel saw to create accuracy and stability. It is equipped with Japan-imported 8.4" TFT colour touch screen, making operation easier, faster and more convenient.

Tai Chan computerised panel saw merges numerous functions in one machine.

Programmable computer controller, unique automatic material feeder, high-speed cutting cycles and high precision right angles mean exceptional cutting value.

If cutting accuracy and cutting rates are your measures of performance, then Tai Chan computer panel saws are your wisest choice.



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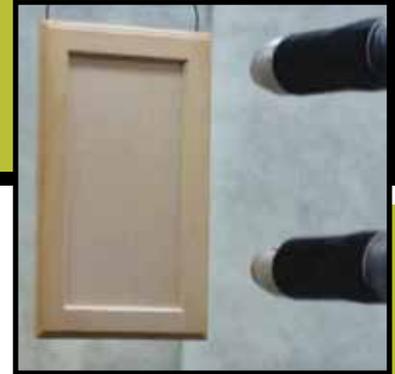


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Double delight from NS Machines for door manufacturers



The committed team at NS Machine Tools, Ludhiana, has added another feather to its cap with the addition of a set of two machines for door making and fitting: one machine for hinge slot creation and the other for hinge drilling.

The hinge punching machine (above) creates slots for placing hinges in the door panel as well as door frames. While the hinge drilling machine drills holes for fitting the screws which fix hinges on a door panel/door frame.

The hinge slot punching machine has four machining spindles that simultaneously create slots for placing the hinges in the door panel and door frame. The working of the machine includes:

- Automatic lifting of the door panel/ door frame
- Automatic holding of the door panel/ door frame
- Simultaneous hinge slot creation (max. 4 per door panel/ door frame)

- Automatic releasing of the door panel/ door frame
- Automatic lowering of the door panel/ door frame.

A quick cycle time (less than 30 seconds) is for machining, while a very quick production time per piece (less than 1 minute) is for the complete cycle, which consists of lifting, holding, machining and release.



Carbide-tipped cutting tools are used for exceptionally longer life of the machines. The body of the machine is steel fabricated to a sturdy design to keep the machine vibration-free.

The hinge drilling machine (bottom) has 16 drilling spindles in four sets, which simultaneously drill holes for fixing screws for placing the hinges (max. four hinges) in the work piece (door panel/ door frame). The working of the machine includes:

- Automatic lifting of the door panel/ door frame
- Automatic holding of the door panel/ door frame
- Simultaneous drilling of holes for hinge screws
- Max. 16 screw holes for 4 hinges per door panel/ door frame
- Automatic releasing of the door panel/ door frame
- Automatic lowering of the door panel/ door frame.

A quick cycle time (less than 10 seconds) is for drilling work, less than a minute for the complete cycle, which consists of lifting, holding, machining for slot creation and release.

Solid carbide drills are used for exceptionally longer life; and the body of the machine is steel fabricated to a sturdy design to keep the machine vibration-free.



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Green fire-rated doors from Sauerland

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

This year Sauerland have upscaled the technology for the Indian door industry to introduce fire containment cores through their channel partners in India, for door set passing the 1-hour rating using Sauerland cores as per BS476: Part 22: 1987, or as per IS3614: Part 2: 1992.

The specialty of fabricating fire containment door with Sauerland core is that it eliminates use of any inorganic material in the construction (gypsum board, cement board or calcium silicate or fiberglass), making the door light weight and 100% recyclable. With additions of certain accessories one can make the door fire safe; smoke arrestor as well as sound reducing up to 38 dB.

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

Sauerland cores have very low formaldehyde level of E1, which means



they are safe for internal use in residential buildings. These are the most light-weight fire doors, highly performance oriented for the 30- and 60-minute fire rated door category now available in India.

Do it yourself

All a door manufacturer needs to do is arrange the red/white Meranti timber with minimum 650 kg/m³ density, with moisture content under 10% for door frame and door leaf. Sauerland offers intumescent sheets and strips and fire-rated hardware. It recommends

BR201G MUF powder glue and 6-mm HDF skin (density 850 kg/m³) or very high interleave bonded plywood as skin to suit the application.

With this package making a "green" fire-rated door can make the manufacturer sell to the fire containment business, which is increasing by the day due to the increased construction of high-rise buildings. Sauerland offers to help door manufacturers with the processes; so catch up with them at IndiaWood 2016! (sleekboards@gmail.com).



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Tece now offers hot-melt adhesive



Turkey-based Tece Decor offers hot-melt adhesive to complete its philosophy of providing complete edge banding solutions. Currently two types of hot-melt are on offer, both of which have good properties and have been tested by many edge banders with very good results and easy usage.

Tece Hot-Melt 506 is the top quality of hot-melt that is used in curved edge banding applications. Its melting temperature is between 140°-160°.

Tece Hot-Melt 2042 is the standard hot-melt which is used for automated edge banders of Homag, SCM, Brandt, Turanlar and others.

Tece acts as an intermediary between the customer and the producer of hot-melt with very little interest of profit. Its main target is to supply its customers the best product, so that they can use edge bandings with better results.

Tece Hot-Melt 2042 and Tece Hot-Melt 506 are thermo-plastic synthetic resin adhesives based on EVA-elastomers. Both products are used on edge banding application machines. While the 2042 is used in automated lines, the 506 is used for slower hand machines.

The adhesive melts and flows very well, offering medium heat resistance and very good adhesive properties. The adhesion properties are well accepted during the application.

Both are suitable for the application of the following edge banding:

- Plastic edge banding pre-heated with a good primer
- Melamine edge banding
- Veneers edge banding with/without fleece

It must be remembered, however, that the application surface must be cleaned

from dust, dirt and grease. Undesired dust and grease prevent endurance and strong bonding.

The pressure must be applied homogenously to all edges of the panel. The temperature of the adhesive tank must be controlled often to make sure that it is in the right range.

The temperature of the application surface and environment must be higher than 15°C; otherwise successful results may not be achieved due to faster drying time.

In case of a break in application, adhesive temperature must be kept at 100°-110°C to keep performance high. The bonded material's resistance to heat is directly proportional to twisting, shortening, elongation of the edge banding.

The remaining hot-melt in the tank should not be heated and cooled too many times, else the EVA glue loses its adhesion properties.

Yow Cherng comes with new tenoner

Yow Cherng Machinery Co. Ltd. relies on a broad-based development framework, starting from structure design, manufacturing process, assembly line to strict machining test.

At Yow Cherng, we keep on innovating for achieving high quality and high efficiency machines. The purpose is to create more competitive machines with technological breakthroughs and professional integration.

Yow Cherng is introducing its new CNC double-end rectangular tenoner dedicated to make easier and smoother tenoning operations. The CNC-D200B CNC double-end rectangular tenoner is equipped with an advanced CNC controller. The operator only needs to input wood sizes, tenon sizes and angles.

Then, the machine automatically gets into position and performs automatic tenoning operations. This machine also utilizes a conversational display for easy operation. Capable of cutting tenons at both ends simultaneously, it greatly increases efficiency and productivity for producing rectangular, round and square tenons.



Yow Cherng machines are subject to rigorous quality inspections before shipment, to ensure years of dependable operation performance. Thus, for superior tenoning and mortising operations, Yow Cherng is your best choice.

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Wood-Mizer releases two new board edgers



Optionally, the EG300 can be fitted with up to five circular saw blades for multi-rip applications.

The new heavy-duty **EG350** (top) edger is designed for edging boards with larger thicknesses (up to 100mm). Each 450-mm cutting blade is powered individually by an 8 kW electric motor, providing lots of power for quickly processing thick hardwood slabs into finished boards.

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



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

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

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

It is supplied with two circular sawblades, powered by an 11-kW motor, or optionally a 15-kW motor. One blade is fixed and the other is adjusted using a hand crank to change the edging width. The edger's power feed system comes standard at 12 metres per minute, but a variable speed option can be added to allow up to 20 metres per minute.

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

edging the second side.

Wood-Mizer's standard edger for many years, the **EG300** (below) combines the functions of both an edger and a multi-rip saw into one machine. Standard, the EG300 is

supplied with two circular sawblades for use as an edger.

One blade is fixed and the other is adjustable from the operator control console, using the electronic Setworks system to accurately pre-set the required width of the board.



Specifications:

	EG250	EG300	EG350
Power	11 kW	15 kW	2x 8 kW
Max. feed width	550 mm	550 mm	500 mm
Max. width cut	410 mm	410 mm	400 mm
Max. thickness	60 mm	60 mm	100 mm
Feed speed	12 m/min	0-20 m/min	0-20 m/min
Blade diameter	350 mm	350 mm	450 mm
Number of blades	2	2 - 5	2



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2 Doors resisting daily stress



3 Doors production with high efficiency



4 Doors that close properly



5 Doors with a perfect surface



6 Doors reducing sound transmission



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Hand-held edge banding with high quality



The system produces a high-quality edge finish on round, curved, convex or concave shapes.

Festool has launched the new Conturo system, a hand-guided electric-powered tool for edge banding, and a complete system solution that creates the perfect edge with virtually invisible joints.

The tool is easy to operate and produces excellent results, both on rectangular components and complex free shapes. It is suitable for manufacturing in small batches, as well as for individual solutions that require the quick attachment of high-quality edging even on curved, convex or concave shapes.

Requirements for the perfect edge are becoming ever more demanding as, in addition to functionality, greater importance is being attached to appearance and feel. Visible glued joints and dirt that settles along the edge, or noticeable protruding edges, are now definitely not acceptable. Any working result can only be considered of high quality if the edges are machined perfectly.

Currently, straight edges are predominantly affixed using a bench-mounted edge bander that glues, trims, cuts and polishes to the required standard. A machining centre that incorporates a gluing station to affix edging to shaped parts can be expensive as well as financially unviable for small enterprises.

Trim perfection

Moreover, mobile gluing has always been a messy, slow and awkward process that usually fails to deliver the desired edge quality. But with the new Conturo system, Festool has reached a new level of edge trimming perfection that was previously unattainable with hand-guided machines.

The attachment can be used for edging simple rectangular components or complex free shapes such as curves, radii, convex and concave shapes that include internal curves of up to 50mm and outer curves of 30mm and more. ▶

Technical data	CONTURO KA-65
Power	1,200 W
Mains frequency	50/60 Hz
Edging height	18-65 mm*
Edging thickness	0.5-3.0 mm*
Inner radius	> 50 mm*
Heating time	approx. 8 minutes
Melting temperature (default setting)	Setting 1: 190° Setting 2: 200°
Melting temperature (setting range)	Setting 1/2: 100-210°
Feed speed	1st gear: 2m/min 2nd gear: 4m/min
Safety class	1
Weight (without glue cartridges and mains cable)	7.9 kg

*depending on material

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The Conturo trimming machine has supports on both sides that allows you to trim left and right panel edges ergonomically in equal measure.

Edging with a height of 18-65 mm and a thickness of 0.5- 3.0mm (depending on the material) is quick and easy to process.

Similarly, it is possible to attach edging to mitered edges from 0-45° in combination with the bench unit to achieve outstanding quality. Versatile and easy to operate, this tool represents a genuine system solution for manufacturing individual shaped parts as well as for attaching edges to work pieces or items of furniture produced in small batches.

Packed in a Systainer, it is also suitable for mobile use as well as for manufacturing edging in situ to achieve a perfect finish.

Glue application

The equipment features a unique glue application system that can join edging made from different materials such as wood, plastic or melamine onto work

pieces. The glue is accurately applied to the edge band through a nozzle and guarantees a solid joint.

The glue dosage is adapted automatically to the preset edging height. The display provides all the necessary information, including temperature, glue level and the residual edging length – a specification that indicates how many metres of edging can still be glued at the preset edging width.

Using such technology, the glue can be applied efficiently and cleanly, in specified doses. The heating grid only melts the exact amount of glue that is required. Consequently, the glue is not heated unnecessarily and the adhesive properties and colour of the glue are retained.

This unique glue application system uses cartridges and makes changing the glue colour both practical and easy. ■

Aristo partitions reach across India



Aristo India is a leading supplier of aluminium profiles, fittings and accessories for sliding-door wardrobes to the Indian market. What is unique about its products is that the application part of its sliding systems can be interchanged and used for room partitions, access doors and kitchen tops.

Having established itself in Bangalore, Goa, Delhi, Hyderabad and Chennai and setting up two production facilities, it has now set up display centres in Cochin, Bangalore and Coimbatore. Several new Aristo stores are coming up in cities across the country.

Today, Aristo is considered one of the best sliding systems brands in the market. This acceptance is reflected in unprecedented sales over the last year that have been the best since inception.

The range of its finishes, new applications that can be customised on demand, and extremely competitive pricing are some of the main reasons that make dealers, architects and customers appreciate and accept the company's products.

Aristo's range of products includes aluminium profiles, accessories and fittings for sliding-door wardrobes, interior partitions, and shelving and wardrobe systems.





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World-class panel processing machines from Jai

Jai Industries, the biggest manufacturer of woodworking machinery in India, manufactures more than 30,000 machines a year in its seven factories, and is bringing a range of specialised, affordable equipment to IndiaWood 2016.

The **J-3200.in+** panel saw cuts the board from sheets of 8'x4' or 9'x6', to the required measurement. These saws are suitable for chip-free cutting of all kinds of laminated board, MDF and HDF panels. For industries that are just being set up, or are in the small scale category, the J-3200.in panel saw is recommended, whereas if the scales are larger the J-3200.in+ is suggested.

- Rip fence with fine setting for precise positioning
- Indigenously manufactured; backed by service support.



Salient features:

- High performance feed speed of 14 metres per minute
- Innovative pre-melting glue tank system
- Robust feed chain & conveyor system with German gearbox
- Rapid change over switch for thin/thick edges
- Setting required to change thin to thick PVC edge band
- 3 pressure rollers actuated by pneumatic cylinders & gas spring
- High frequency Italian motors sliding on prismatic guide way
- All electronic and pneumatic parts from Schneider and Pneumax (Italy)
- User-friendly PLC touch screen control pane
- Low maintenance, cost-effective spares, best service support.

The **J-5100Rc.in** auto edge bander with round cornering is designed to meet Indian working requirements and provide precise application of edge banding material with round cornering. These machines can be used for edging materials made of veneer, melamine, PVC or for ABS to the linear edges.



Salient features:

- Sturdy, heavy-duty machines suits Indian working conditions
- Precision, burr-free cutting
- Top quality sliding carriage for accuracy
- Carriage on hardened, precision ground prism guides
- Lifting/tilting of the saw unit by hand wheels
- Electronic digital readout of the saw unit tilt
- Scoring pin with memory reference stop for rapid re-positioning
- Extra second support provided for large sheets

Technical Specification	Unit	J-5100 PRC.in	J-5100Rc.in
Work piece thickness range	mm	10 – 50	10 – 50
Min. work piece width/length	mm	90 / 90	90 / 90
Edge banding thickness for PVC & ABS in coil form	mm	0.4 - 3	0.4 - 3
Work piece feed	m/min	14	14
Pre-milling motor power	No/HP	2 x 2	n/a
Trimming motor power	No/HP	2 x 1	2 x 1
Buffing motor power	No/HP	2 x 0.5	2 x 0.5
Working temperature	°C	180-200	180-200
Air pressure	kg/cm ²	6 - 7	6 - 7
Glue pot capacity	kg	1.5	1.5
Total power	HP	11.5	7.5



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The **J-2103.in** semi-automatic triple-head multi-boring machine useful for vertical and horizontal drilling to the surface or the edge of the work piece.



Salient features:

- Equipped with 1 horizontal, 2 rotating vertical boring heads (0-90°)
- 21 spindles for executing holes in a line
- Quick change spindle chucks
- Pneumatic cylinder for head tilting
- Locking system for vertical head
- Anti-slide working table with pneumatic clamp
- Turret wheel to regulate drilling depth
- Electro pneumatic control pane
- Foot switch for convenient operation

The **J-120T1** single layer hydraulic hot press is suitable for pressing and laminating on fibre boards, decorative papers, plywood and other lamination sheets. It can also be used for particle boards, MDF and HDF boards.



Salient features:

- Rigid construction to take care of thermal distortion

- Platens for uniform temperature distribution system
- High-temperature oil pump for circulating fluid into platens
- Manual & semi-automatic controls
- Pressure controller with indicator
- Free-floating cylinders to ensure alignment
- Graphical & tabular pressure charts
- Emergency stop controls

Specifications	Unit	J-120T1	J-120T3
Maximum load / pressure rating	ton / kg-cm ²	120 / 3.6	120 / 3.6
Platen size	mm	2500 x 1300 x 42	2500 x 1300 x 42
Layers	nos.	One	Three
Opening between layers	mm	300	100
Number of hydraulic cylinders	nos.	6	6
Size of hydraulic cylinders	mm	100 Ø	100 Ø
Heating power	kW	24	48
Hydraulic pump power	kW	5.5	4
Hot oil delivery pump power	kW	1.5	2.2
Total installation power	kW	31	54.2

The **J-1325** is a basic CNC router is a high quality CNC model that allows greater workability with ergonomically designed control panel for engraving and designing of flush doors and kitchen shutters. Its heavy ball screw drive facilitates high accuracy and upgrades the shop floor to the high-tech category, at an affordable cost.

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



Salient features:

- Footprint of 1300mm x 2500mm x 200mm
- Convenient, separate control panel box with digital signal processing
- Precision system to carry the CNC design commands
- CD providing 5,000 designs in 2-D and 450 designs in 3-D supplied free.

The **J-3230** is a premium quality three-side moulder that addresses itself to width, thickness and shape in one pass, thereby enhancing productivity. All its spindles are adjustable and their key devices are positioned in front of the machine for convenience. It is easy to

access and has a user-friendly control panel positioned near the machine in-feed for convenient and quick operations.



The **J-1510 (A)** Rebat-o-Mould is specially designed for rebating and moulding door frames in a single operation. The machine comes with in-feed and out-feed side supports. Its ability to reuse wood increases profitability, and the auto feed for mass production ensures better accuracy and safety.



The **J-1504 (ST)** HDHQ spindle moulder with sliding table is specially designed heavy-duty, high quality machine for mass production of solid wood doors and windows frames. A 3-phase motor, of up to 10 HP can be fitted (optional) for heavy work.



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Leitz innovation in technology and tools continues

Leitz new razor-cut saw blades are the right solution for cutting post-laminated boards. This saw blade has proved that it is far ahead of any other in the market in terms of more life as well as edge quality. Due to a special coating on the tool body there is reduced resin build-up. It has four times more life than any other saw blade available in the market.



The new HSS Classic planer knives made with special alloy and tungsten make them suitable for all species of hard wood and soft wood. They produce a finish so good that you don't need to sand afterwards. They also have a life span that is three times those of other HSS planer knives available in the market.



The Diamaster router cutters for high productivity and high quality edge finish are more economical as compared to TCT router cutters, as separate roughing and finishing cutter are not required.

They have 50 times the life of tungsten carbide tools. Single cut finish, separate roughing and finishing cutter are not required. They can be re-ground in the diamond servicing facility available in Leitz' Bangalore servicing centre.



Leitz India has launched a complete range of frame fabrication systems (FFS) for the manufacture of frames of various materials, including wood, aluminium, plastics, uPVC and WPC (wood-plastic composites) for various applications that include windows and doors.



Sold under the brand name International Tooling Partners, ITP is part of the globally renowned Leitz Group. The FFS comprises machines for cutting/ sawing, end milling/ drilling/ copy routing, welding and surface cleaning operations.

All machines are the best in class, with superior quality and workmanship, efficient performance, accuracy and fine finish and fitted with tools of the highest quality from Leitz.



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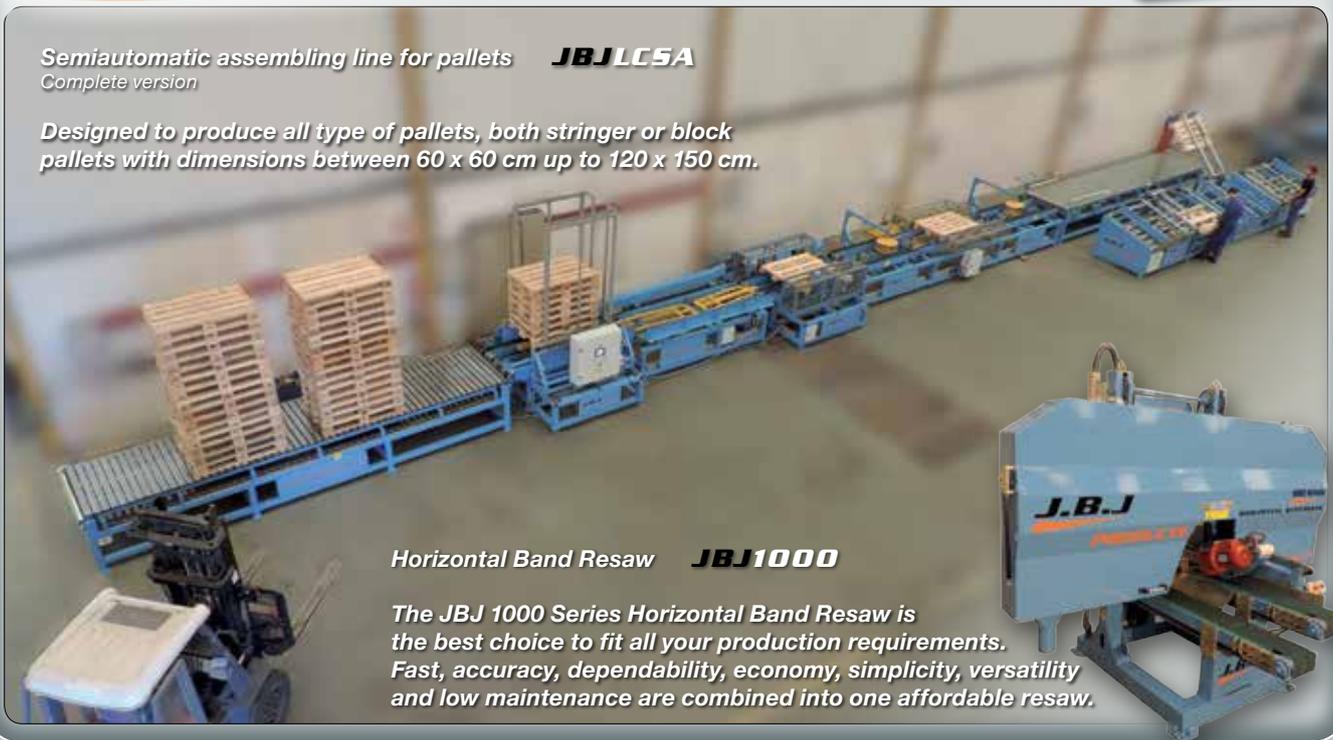
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Horizontal Band Resaw **JBJ1000**

The JBJ 1000 Series Horizontal Band Resaw is the best choice to fit all your production requirements. Fast, accuracy, dependability, economy, simplicity, versatility and low maintenance are combined into one affordable resaw.



The bamboo stick making machine has been developed for making round sticks of various diameter, from 1.3mm to 6mm.

The sticks can be made from bamboo or wooden slivers. The sticks manufactured from this machine can be used for agarbatti stick making, different decorative sticks and chopsticks.

The quality of Leitz servicing is well known. For the first time ever, Leitz will demonstrate "Live Service" at its stall at IndiaWood, where visitors could experience the processing stages of the

tool. The complete set-up of state-of-the-art machine will be showcased at IndiaWood.

Each angle of the tool (OD, face, side, body, etc.) re-sharpened on separate dedicated CNC machines. Tool geometry remains exactly as the original tool; and more number of re-grindings are possible, giving increased output from the tools. ■



Think4ward with Biesse

What can visitors expect from Biesse during IndiaWood 2016? Biesse's stand would be developed based on its widely appreciated global concept of Think4ward: to be innovative, forward thinking and bring in continuous improvement.

IndiaWood 2016 will serve as a platform for Biesse to highlight and showcase to its customers some of the latest technologies for the first time in India. These include the Rover A 5-axis CNC machining centre, Stream A through-feed industrial edge banding machine, and the EKO 2.1 through-feed drilling machine.

horizontal axes, enables the machining of complex-shaped work pieces, ensuring quality, precision and absolute long term reliability.

This machine is the ideal solution for manufacturing solid wood furniture elements. With a wide range of sizes and configurations, the Rover A is ideally



suited for small and large shops that need to manufacture a wide variety of components in small or medium batches.

Stream A

This is the new range of automated single-sided industrial edge banding machines aimed at medium to large enterprises that wish to increase their production capacity and flexibility.

It seamlessly adapts to any machining needs thanks to its configuration possibilities.

EKO 2.1

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

There will be 17 technologically advanced machines on live demo for visitors to touch and feel Biesse's world-class products.

Its exclusive bLounge will grant access to some of the most sophisticated software used in designing and manufacturing furniture elements. All this can be summarised in one word: Think4ward, a concept that enshrines the soul of Biesse Group.



Rover A

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WPC: technology that replaces plywood



Hardy Smith are the manufacturers and suppliers of wood polymer composites, popularly known as WPC, which positions itself as an alternative to plywood with the following advantages:

- Good screw holding for furniture making: holes can be easily refilled with the same material and solvent for life-long sustainability
- Good dimensional stability for structural applications
- Good machinability for wood working and panel processing
- Water resistant and termite/borer resistant
- Outstanding surface finish for direct applications in furniture and partitions
- Adhesive-friendly; works well with self-adhesive tapes for HPL, stainless steel plates and acrylic
- Direct digital printing and roller printing possible
- Direct use of WPC panels for carcass/

storage without laminates, paint or coating

- Ideal for light-weight construction and eco-friendly buildings
- Completely recyclable and reusable
- Value for money: 20% cash back even as scrap
- Ideal for solvent joinery that ensures speedy furniture manufacture
- Can be bent to a 90-degree angle with the 'V' grooving technique
- Thicker sheets can be directly used as solid doors
- Conducive for CNC routing
- Does not require putty filling and painting

No-screw furniture

Density alone is not of primary importance in woodworking; the property of a material also carries a lot of weightage. Usually density is considered in relation to the screw-holding capacity of the material. PVC

boards made of WPC hold screws perfectly in spite of having moderate density (not low density).

More importantly, no-screw furniture will be the trend of the future. WPVC boards are rapidly capturing furniture markets with their highly effective joinery technique that uses solvent cements and cyano-acrylate adhesives. Complete furniture units are being made without screws using WPVC board and such adhesives.

This technology works so precisely that a 15-foot-long wardrobe, build with cyano-acrylate and WPVC boards, becomes one unit with hardly any joints. What makes such furniture unique is its dimensional stability without any warpage.

The company specialises in the manufacture of WPC boards, doors, door frames, decking and wall cladding under Hardyplast brand. The technology division of the company undertakes turnkey projects to set up WPC manufacturing facilities from concept to commissioning.

Fabwood adding jute fibre composites to show

Fabwood, along with Woodyroux, has been in the lumber business for over a decade, led by a young, dynamic and enterprising team. They have introduced exotic and seasoned timber for the Indian market. Fabwood specialises in Steam Beech, Sycamore, Ash, Walnut, Wenge, Sapeli, Pine, Spruce, thermo-treated Ash and many more exotic species.

At IndiaWood, Fabwood will launch Oak sleeper wood from France. This apart, it will also introduce aluminium glass railing system from Evershine Appliances and Tipwood, from the house of Tipco Industries.

Tipwood profiles are made of jute fibre composites for internal and external applications like wood screens, pergolas, facades, gates, outdoor furniture, cladding, etc.

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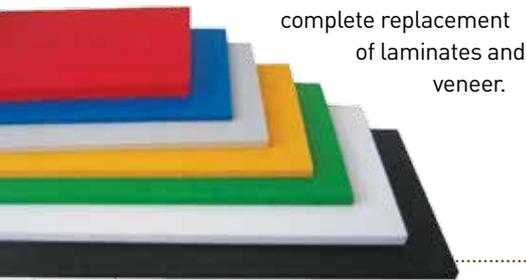
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Alstone to launch Oligo range



Alstone is looking to attract interior designers and kitchen manufacturers.

Alstone Industries is launching its new range of panels Oligo. Based on wood-polymer composite (WPC) boards these are 100% water- and termite-proof and fire retardant. They come on high-gloss, matt and texture finishes on both sides, and will be a complete replacement of laminates and veneer.



Wood-polymer composite boards with foam.

Exhibiting at IndiaWood for the first time, Alstone is targeting plywood dealers, interior designers, architects, OEMs and kitchen manufacturers. Alstone believes that in the coming years furniture manufacturers will make a 180-degree shift from wood to composites as it is a more green product.

Alstone runs an ultra-modern production line located near Dehradun (Uttarakhand) and has a pan-India presence with 12 warehouse-cum-offices and about 150 dealers and distributors. Alstone recently opened a marketing office in Colombo, Sri Lanka.



Oligo panels will come in high-gloss, matt and textured finishes.

IFT to launch 3-axes spray machine

Indian Finishing Technologies, a Bangalore-based manufacturer, is launching its automatic spray machine for the door industry, named Sparytech 3MR. It uses a pressurised chamber with 3-axes control for the top coat application.

Thanks to IFT's R&D team, the new machine is easy to work for door applications, using 3-axes oscillating spray system with flip mechanism. It takes an average of 4 minutes to coat one full door, including its edges.

Production can be increased with the addition of a quality turntable that loads doors automatically into the paint booth. The new machine has capacity to finish 100 doors in each 8-hour shift. Its footprint is 7000mm x 4600mm, and weighs 3,000 kg.

Advantages and benefits:

- Paint saving by using system
- Covers edges and both sides
- Automatic flip mechanism

- Two cycles of operation
- Single-stroke application for open pores
- Double-stroke application for close pores
- High-gloss production possible
- Over-spray mix with water curtain to avoids rejection
- Operator-friendly machine.



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3D MacInfotech adds CNC lathes to its range

3D MacInfotech Pvt. Ltd. has been providing the industry high quality affordable CNC routers for woodworking, pattern making, stone, signage, glass and engineering industries. It has now added CNC lathe machines for turning applications. It also manufactures final products with 7-axes robots, which is

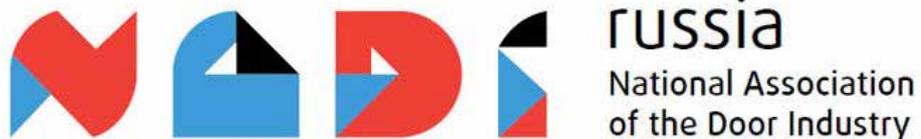
beyond the capability of CNC machines.

It has introduced 3-D printers and scanners with high quality and accuracy for mini-prototyping of furniture and interior designing. It provides robotic solutions in sculpture and pattern making, painting, welding, and cabinet making.

Its CNC routers have been sold to more than 400 units all over India, for applications such as wood cutting and carving, stone engraving, glass cutting and thermocol pattern making machines.

Its CNC lathe is the ideal solution for mass production of turning parts, and the mini-CNC wood lathe for beads and small wood-turned accessories.

Doors from Russia



The National Association of Doors Industry (Nadi) is a professional community of Russian door manufacturers. It is also a professional platform for dialogue with the building community.

The modern doors industry in Russia was born more than two decades ago and has achieved impressive results:

- More than 95% of doors in Russia are produced by domestic manufacturers, almost completely replacing imports

- Doors from Russia are well represented not only inside the country but also far beyond its borders
- The use of high-quality certified coniferous species
- High quality, reliable and competitive doors achieved through modern technology and equipment
- Doors meet stringent international standards for fire safety, sound-proofing and other special properties.

Nadi is also developing national and regional standards on doors (GOST),

providing harmonization with standards such as ISO and EN. Its members export doors to such brands as KD Krasnoderevtschik, D-Craft, ZA-Doors, Deziign Doorz and many others.

In addition to housing interior and exterior doors, the focus in Russia is on specialised applications like medical, educational and sports complexes, doors for hotels, offices, cafes and restaurants, cinemas and others.

Members of Nadi are willing to collaborate on specialised timber processing, door manufacturing and diversification of door products.

40 new designs from Asis

Asis India is introducing 40 elegant designs and four extravagant textures in decorative laminates at IndiaWood. These are in addition to its existing range of laminates.

Asis specialises in plain and pre-laminated MDF boards with world class quality, durability and stunning looks.

The company will soon be launching its

8' x 4' particle board production line at its Pantnagar plant in Uttaranchal. This will add to its current range of 6-foot-wide production line of particle boards.

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Klaasseina has designs on interiors



Klaasseina Interior Solutions Pvt. Ltd. (KASPL), based in Vashi, Navi Mumbai, is highlighting its modular furniture at IndiaWood. Designed with great detail the company's highly affordable and quality products are crafted to last long and protect and preserve the environment.

In addition, the company offers turnkey solutions to architects and clients, from



supply to installation of its products. Its products and services are maintained by the company's in-house Integrated Management System.

Also at IndiaWood will be KASPL's glass and solid partitions; glass and wall

graphics; wooden and vinyl flooring; pre-patterned and decorative coloured films; solar and security films; and seating solutions. The company also provides all the required hardware, branded and top-of-the-line, to go with its systems.

Indamatic to headline Indaux show

Indaux began as Industries Auxiliaries in Gateria, Spain, in 1962, working as a small machinery workshop specialising in making furniture components. It now leads the furniture fitting sector in Spain and has become a benchmark brand internationally, working in more than 70 countries with over 2,000 furniture manufacturers all over the world

Indaux India was established on August 6, 2014, to offer the complete range of hardware fittings, catering the need of every customer segment in India: furniture manufacturer, kitchen assembler, trade and projects.



At IndiaWood, Indaux will present its Ariane range of double-walled drawer system, Junior-6 and Sistema-4 wardrobe sliding system, and Atlas suspension brackets, which bring a new innovation in furniture designing.

The most interesting is the Indaux patented soft-closing system called Indamatic, which makes furniture

functioning mechanism much softer and gradual.

Indaux has expanded its personalisation options with new interior drawers, new double sides and even a new under-sink version, equipped with the latest generation of Indamatic system, with versions for 50 and 65 kg of certified load.

The Madras Industries

Brands: • Altendorf Panel Saw - German • Ital Presse Hot & Membrane Press - Italy
• Lange machinebau Through Feed - German • KDT Machinery & Woodmaster - India



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Hot Press



Multiboring



Beam Saw



CNC Machine Centre



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Through Feed Edge Bander



Membrane Press



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Weinig's UniRip 310 (L) and VarioRip 310M.

The UniRip/VarioRip series and its entry level machines, UniRip 310 and VarioRip 310M with one or two movable saw blades, are extremely strong players in the woodworking field.

With a cutting height of up to 120 mm, feed speeds of up to 35 metres/minute, excellent saw cuts (glue joint cut if needed), as well as unmatched material yield, they immediately emerge as the backbones in each rough mill operations of today's woodworking industry.

These customer benefits go hand-in-hand with the production control, yield achievements as well as transparency needs every woodworker is looking for.

The Raimann QuickFix arbour ensures rapid changeovers, simply by losing up the safety knob on the sawing spindle and moving the blades by hand, without any spacers or bushings found on machines from China or Taiwan.

ProfiCut Control, RipAsist Optimizing and TimberMax Optimizing systems on the VarioRip 310M give the customers the leading edge and ultimate yield when it comes to ripping for qualities, number of

pieces needed, prices and strip-width needed.

Ripping to width is of key importance in solid woodworking because rip optimizing means minimizing costs. No matter what product the customer later produces – moulder planks, planed lumber, wooden panels or furniture – the Raimann saws from the Weinig Group stand for high productivity and yield.

Uniline Unimat 218

Four-side planning and moulding is key in solid woodworking, especially for manufacturing of furniture, flooring, laminated boards, etc. Whether you manufacture furniture, picture frames, doors and windows, MDF mouldings, toys, general mouldings, window scantling, hardwood floorings or wall paneling, all require this moulder.

The Weinig Group presents its Uniline series, a world class planer and moulder with outstanding features at an attractive price. The machine comes in 5 to 6 spindles.

The Uniline series has been equipped

with high motor HP to meet the demands of large profiles and any timber species. Compact in design and close spindle spacing provide high dimensional accuracy. With the operator in mind, this machine is easy to set up and operate.

Weinig's Uniline series of world class planer and moulders.



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Venjakob, the well-known German manufacturer of surface and conveying technology, has opened a subsidiary in India/Bangalore. Venjakob produces and installs complete system solutions from pre-treatment followed by the painting process, conveyor and handling equipment through to drying and exhaust air filtering.



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- Easy to fit
- Can be easily dismantled



Eco Latch

- Economical design and made of highly durable plastic
- Ideal for 19mm (3/4") section
- Available as pair for left- and right-hand sliding windows
- Available with cranked hook for 25mm (1") section



Lock 1925

- Ideal for flexible aluminium windows in 19mm and 25mm sections
- Clip fix and screw-less
- Easy installation: locking lever can be assembled from the front
- Lock is with Ebco Premium Wave Keys version
- Two models: one with lock and the other manual

Window Latch

- Ideal for 19mm (3/4") section
- Available as a pair for left- and right-hand sliding windows
- Designed to engage automatically with a spring loaded slide catch
- Unique safety lock switch
- Available with cranked hook for 25mm (1") section



Mini Latch

- Economically designed out of zinc alloy
- Ideal for 19 mm (3/4") section
- Available as pair for left- and right-hand sliding windows
- Engages automatically with spring loaded catch.

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Libell shelving from Peka



The elegant and stable Libell steel shelf from Peka can be mounted on either the right or left wall of the wardrobe and allows up to 15 hangers to be hung up or taken out individually and moved easily from side to side.

The shelf also provides an additional storage space for belts, jewellery and other small items.

Trousers are stored by taking a hanger out and simply folding the trousers over it outside the wardrobe without creasing



them. The hangers can be used individually, hung up or taken out and moved freely from side to side.

The hanger can be back-mounted to the shelf, allowing for the trousers hang easily while keeping both hands free – and without having to rummage around among the other trousers on the shelf.

Thanks to the ingeniously designed hanger, trousers can be hung on any conventional clothes rail or hook for airing or display.

Total panelling solutions from Action Tesa

Balaji Action Buildwell (BAB) is launching, for the first time in the country, an eco-friendly total panelling solution under its renowned brand, Action Tesa. The company has also introduced to the country Dome technology unique to its products.

Keeping pace with growth and with commitment to serve the rapidly growing interior industry, Action Tesa is adding yet another interior product in its basket by introducing poly high-gloss MDF boards of exterior grade.

These boards have a near-mirror quality (reflective) surface and are very easy to install and clean. The boards come in natural colours and 19 exotic designs for any interior and furniture design application.

Product characteristics

- High glossy level: more than 110 degrees
- Full richness of colour
- High surface hardness of $\geq 2H$

- Good scratch resistance
- Anti-bacteria, anti-acid and anti-alkali
- A variety of disinfectants can be used for cleaning
- Resistant to fading

The pre-laminated boards meet IS:14587 norms, come in thickness of 18 mm; and in 2440mm x 1220mm size. Applications include decoration of walls and cabinets or whole styling. Household furniture in the bedroom, living room, wardrobe and kitchen shutters can also benefit from the new technology.

BAB is a wholly owned subsidiary of Action Group, a 44-year-old conglomerate and leaders in the field of footwear manufacture, real estate, health care, chemicals, steel, power and coal.

Panel Saw – UA2800S



- 2800*375mm Sliding table 0- 45 Degree cutting.
- 7.5 HP main saw, 1 HP scoring saw.
- Motor voltage 415V/50HZ.



Edgebanding – UA 50

- Special treatment process of the glue pot, more uniform coating.
- 100% electrical components provided by the international brand .
- 100% of the pneumatic components by Taiwan AIRTAC.
- 0-45 ° tilt angle of the auxiliary table,

Multi-boring – UA300



- Max. Drilling diameter 35mm
- Vertical drilling holes distance 130-1800mm
- Max.drilling depth 60mm
- Spindles Number 21 *3 PCS
- Speed of spindle 2840r/min
- Power of motor 1.5kw*3



Spindle Moulder – UM120S

- Max.sliding table stroke 1130mm
- Max.working thickness 120mm
- Spindle speed 8000rpm
- Total power 4kw(5.5kw for option)
- working table size 1130*670mm

Hot Press – 100T



- Max. total Trust – 100 tons.
- No. of Oil Cylinder – 6.
- Thermic Oil Heating System.
- Thickness of the platen 42mm

CNC Router – UA2050



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More new edge banders from Felder



Felder Group, one of the leading woodworking machine manufacturers worldwide, is ready to introduce its winning range of industrial machines at IndiaWood. With a stand size of over 240 square metres, the Felder pavilion will be an eye-catcher.

Expanding on the success of the G Series edge bander range, Felder India is not only going to be displaying the new budget G 320 (with revolutionary Felder quick set system) but also the new

premium Tempora edge bander range. These simple to set up and easy to operate edge banders are practically unrivalled in this market segment.

Productivity, precision and durability are what make Felder Group's Format-4 CNC range popular worldwide. Felder believes this is the right time to bring its ground-breaking technology to the Indian market in the form of the new H 200 and the new C-Xpress 920 Classic. These are outstanding in their price-

performance ratio and will start the next revolution of the woodworking industry.

Felder India is committed to helping woodworking companies increase their output and lower their production costs, not just through machinery but also with its consultative approach towards customers. A team of factory-trained service engineers are on call 24 hours, 7 days a week, to keep production facilities operating at full capacity, around the year.

Woodzon is first online-to-offline marketplace

At the dawn of a promising new year, there is a shift towards e-commerce and consumers are seeking its advantages: wider choice and better offers. Founded in 2015 and based in Bangalore, Woodzon.com is India's first online-to-offline marketplace for the woodworking industry, showcasing machinery, materials, hardware, tools and allied products.

Whether hand tools for carpentry, decorative finishes for interiors, or a complete woodworking production line, Woodzon connects woodworkers to unique buying experiences at any price point from more than 500 categories and 10,000 products.

Effectiveness of both advanced and quality products, achieved with perceived savings in time and money, is the key to

a wise purchase decision. Woodzon bridges this gap as a trusted community for people from the woodworking industry to list, buy and discover unique products, services, technology, solutions, designs and updates from around the world.

Large, medium and small businesses who wish to sell their merchandise to millions of customers spread across metros, Tier-2 and Tier-3 cities and smaller towns, need an economically viable platform like Woodzon to reach the maximum.

Woodzon provides a smart and simple business platform on the cloud, where manufacturers, sellers, distributors and

agents can manage products and offers, with very little effort. They can also find reports and analyses about their products and market trends, to plan new marketing initiatives.

Some of the very premium brands from the woodworking industry have already listed products with Woodzon in this short period of operation, and the portal aims to list more than 1 lakh products under 1,000 categories in the near future.

Woodzon also plans to further enrich the experience of visiting the portal by adding customer reviews, experts' comments, finance support options, design studio, and much more.

 Price comparison	 Product comparison	 Product recommendation
 Better offers	 Wider choice	 Customer reviews



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'Innovation is in Sayerlack's and our DNA'



JAT Holdings, which dominates the wood treatment and coatings, wall paints and applications markets in Sri Lanka, is now in India, exclusively representing the Italian wood coatings giant, Sayerlack. On a recent visit to its Bangalore-based headquarters, its Managing Director, **Mr. Aelian Gunawardene**, spoke with Dhananjay Sardeshpande about the expansion into India and the challenges of the market. Excerpts:



Could you enlighten us about Sayerlack?

Sayerlack is an Italian multinational company leading the wood coatings market worldwide, distributing its products in more than 100 countries through its foreign branches (France, UK, Spain, Singapore and USA) and a global distribution network. In 2010, Sayerlack was bought by the American Group, Sherwin-Williams, the third-largest paint manufacturer in the world.

What is the range of its products?

Sayerlack products comprise of polyurethane, water-based, nitrocellulose, polyester, glass coatings, UV and solvent based and water-based UV coatings and stains. The coatings are designed for bathroom, kitchen, living room and bedroom furniture, parquet flooring, doors and windows, nautical furnishing (sea-going vessels), even picture frames.

It also finds applications in garden furnishing, children's furniture and toys, musical instruments and on other substrates. The Sayerlack range includes fire retardant and anti-bacterial coatings, and stains for wood. By volumes and values Sayerlack is the biggest manufacturer of wood coatings in the world.

It also offers sanding solutions, preservatives, lacquers and waxes; glossy and matt topcoats. Its interior and exterior base coats, thinners, catalysts, accelerators, solvents and hardeners can be applied by hand brushes, spray-guns and automatic paint systems.

What is Sayerlack's USP?

Sayerlack has solutions to nearly all wood coating challenges. It has the backing of a very strong, very proactive and very innovative research and

development team. Remember, it was Sayerlack that first came up with water-based wood coatings in the world, as far back as in 1988. It has been in the forefront of change, from melamine and PU to high-tech finishes such as water-based coatings, polyester coatings and UV coatings.

How does JAT Holdings come into the picture?

We have been representing Sayerlack for more than 23 years: in fact 50% of JAT's business comes from this brand alone. We have been firmly entrenched in Sri Lanka, Seychelles, Bangladesh and the Maldives. On the other hand, JAT Holdings is the second largest distributor for Sayerlack in the world.

Sayerlack has had some stints in India earlier through local distributors, but things didn't go as well as they wanted. The vastness of the Indian market and its complexities are best understood by JAT Holdings, because we have been dealing with South Asia for many years now.

What other brands and products do you represent in India?

We are sole distributors for interior and exterior wall paints from Crown and Permaglaze, and we also represent Borma Wachs (wood treatment, putties and cleaning agents) and Brush Master paint brushes, which we manufacture in Sri Lanka.

If the market so demands, we can bring in bamboo decking to India, sold under the brand, Nature. JAT Holdings has for generations been a timber supplying entity; so we can also help our customers with identification and price-indicating of timber, along with the best timber treatment practices and the best finishing equipment to use to suit ones factory.

What is your India setup like?

We have set up base in Bangalore, where we have an office and a central warehouse. Our India operations are headed by Mr. Nashad Mahroof. We will soon open a 6,000-square-foot experience centre in Koramangala where, apart from educating architects, builders and furniture manufacturers, we plan to recruit youngsters into the do-it-yourself segment. ▶



Our repackaging plant near Bangalore will be operational by the end of February this year. This is necessary to ensure quick deliveries and after-sales service across this vast country and to be present in the retail segment.

We have representation in all the southern states already; plus the National Capital Region (Delhi), Punjab, Haryana, Maharashtra and West-East Bengal. More service centres will come up soon in places like Nashik and Nagpur, which have significant woodworking industries.

In the South, we are already working with more than 50 furniture manufacturers. Among them are AVT Wood Doors & More (near Coimbatore), Quetzal Designs (Bangalore), Morph Design Company (a sister concern of the real estate group, Prestige Builders), Total Environment Business Solutions, and Farwood in Chennai.

What are your impressions about the India market?

The most striking feature of the Indian market is that only 2% is water-based wood coatings and the remaining comprises of solvent-based products. In Sri Lanka, by contrast, 60% of the market is now captured by water-based coating solutions. Sri Lanka has small-scale manufacturing units in the unorganised sector; whereas India has quite a few large factories.

JAT intends to correct this situation and make water based coatings a household name in India too. Its environmentally friendly aspect (solvent free) combined with the fact that it can be brushed on even by amateurs makes it the best product to be introduced in this market.

The hospitality and office segments are dominant in India, and the IT sector boom has helped in this growth. Residential properties also have great potential; and with the entry of e-commerce portals in recent years, this has opened the floodgates to growth in home furniture.

However, we find that after-sales service is a sector with severe lacunae: very often there is no assurance or consistency on this count.

Sayerlack Challenge

In April 2013, Sayerlack launched a 5-year Baltic Project challenge, to test and certify its coatings for exteriors. Sherwin-Williams Italy has chosen three exhibition fields in Estonia, to combine the action of low temperatures with the proximity to the sea.

The 100 test panels, provided by reference customers in the area and painted with various technologies, are constantly monitored by Sayerlack technicians. Every check always ended with excellent performances, confirming the expectations in terms of weather resistance.

Recently, panels painted with the new bleached water-based coating system were added to the 100 test panels. Now in its third year, the exposure and resistance performances are exceptional: colour stability and absence of mold growth suggests an infinite life.

In the paints and coatings segment in India there is a stranglehold and overwhelming reliance on last-mile delivery channels: the established neighbourhood retailers who also influence carpenters. How will Sayerlack break through this cobweb?

We are already dealing with OEMs and woodworking contractors directly. We are also bringing awareness among the influential community of furniture designers, architects and interior contractors. These are specifiers who will tilt the balance in Sayerlack's favour. We have also introduced several incentives – such as terms of credit – that are financially attractive to our OEM customers and will, at the same time, keep our cash registers ringing.

What is your marketing strategy for India?

As in our other markets, the marketing team in JAT Holdings in India also believes in first bringing about awareness for a product, then educating potential customers about its advantages, and convincing them of the need for a particular product or brand. The sales team then follows up with the nitty-gritty of the deal.

I see it this way: we offer value-addition in our proposals and follow it up with a business transaction. We don't believe in mismatching a product to sell it, then attempt to catch up with service complaints! We will offer the best technical service to all our customers.

You were talking about awareness and education...

Yes, we study our potential clients' requirements and suggest solutions. But we also train them to use our products correctly: to improve manufacturing processes, reduce consumption and waste of raw material, and to reduce chances of problems cropping up later.

Each of our products have specific requirements in terms of drying, buffing and sanding, blending of catalysts, application pressure, multi-coating, etc. Our technicians and engineers ensure the clients understand and get it right. It is a continuing process of education and upgradation.

You were also mentioning Brush Master?

Traditionally paint application brushes have been made from animal hair, which are prone to easy wear and tear and breakage. To ensure high quality finishing and consistency, Brush Master uses DuPont filaments, which can be used for applications on wood, metal, concrete, walls– almost all needs.

These filaments are highly resistant to abrasion, do not leave behind smears or loose hair and streaks, and have a five-fold longer life span. They have proved their mettle in the international market already.

How big do you think is the Indian wood coatings market? Where do you see JAT Holdings in that?

I estimate the wood coatings market in India in excess of Rs. 4,500 crore. JAT holdings aims to capture 7% of that market in the next couple of years. We are confident because the market in India is so huge! Only 40% of that is in the organised sector; so there is a lot of untapped potential in the years to come. ■



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Michael Chang has 4-fold path to growth

At the end of 2015, a year rich in achievements, actors of the Taiwanese woodworking industry met again at the annual TWMA (Taiwan Woodworking Machinery Association) members' meeting with the aim of selecting their new representatives for the next 3 years.

In November TWMA proudly announced the election of its new chairman, Mr. Michael Chang, CEO of Leadermac Machinery Co. Ltd. The decision was made in accordance with the wishes of the board of directors, followed by the new vice-chairmen, Mr. Titan Chang of Excellent Machinery Industrial Co. Ltd. and Mr. James Lin of Jun Shiau Machinery Co. Ltd.

Excerpts from an interview with Mr. Michael Chang:

Congratulations on becoming the new TWMA chairman. How do you feel?

Following the results of the election, our humble committee members have placed their trust in me for representing TWMA. It is a challenging opportunity, especially in the current Asian recession. New ideas, concepts and also energy are needed for supporting and reinforcing our industry.

You are going to represent TWMA until 2018. What vision do you have in mind to support the industry during these years?

After years of experience as one of the TWMA directors, there is still room for improvement on the following four sections, which encompass the key factors of the association.

The first section is exhibitions. An extensive communication channel should be created with other major associations with the perspective of preparing the Wood Taiwan 2018.



The second relates to public relations. TWMA will invite its members to join dedicated trips for creating quality and trustful relationships. This moment will also facilitate communication among members of the association for sharing industry insights or any unsolved issues.

The third section is about research and development. In Taiwan, manufacturers, government and universities share some common interests in the field and they should intensify their cooperation for optimizing the use of allocated budget. The coming new challenges from industry 4.0 are definitely a way to implement it on real cases in the near future.

The last pertains to general affairs. TWMA must insist on maintaining the health of its members. Bicycle activities are popular in Taiwan and it might be a great way to unify members around one goal!

We also have to support community with donation programmes for people with disabilities. Finally, the members of our association have rights and duties that can be adapted accordingly. Thus, members are free to advise me about any possible modifications.

After Wood Taiwan 2015, manufacturers understood the importance of innovation to keep expanding on the global market. How are you going to encourage them and strengthen internal developments?

Innovation is the key to maintain our industry's advantages. TWMA will be ready to support members with specific courses in order to fulfil the criteria from auditors.

We saw the recent W-Team lines (WoodNews, Nov-Dec, 2015) for sophisticated solutions. Is there any other project in the pipeline for answering the growing demand from 4.0 industry?

W-Team is an ongoing project that will remain active on the same principles as before, with additional marketing support to improve the access to information for end-users. The Industry 4.0 concept is different from W-Team, since it is more oriented towards the manufacturing side.

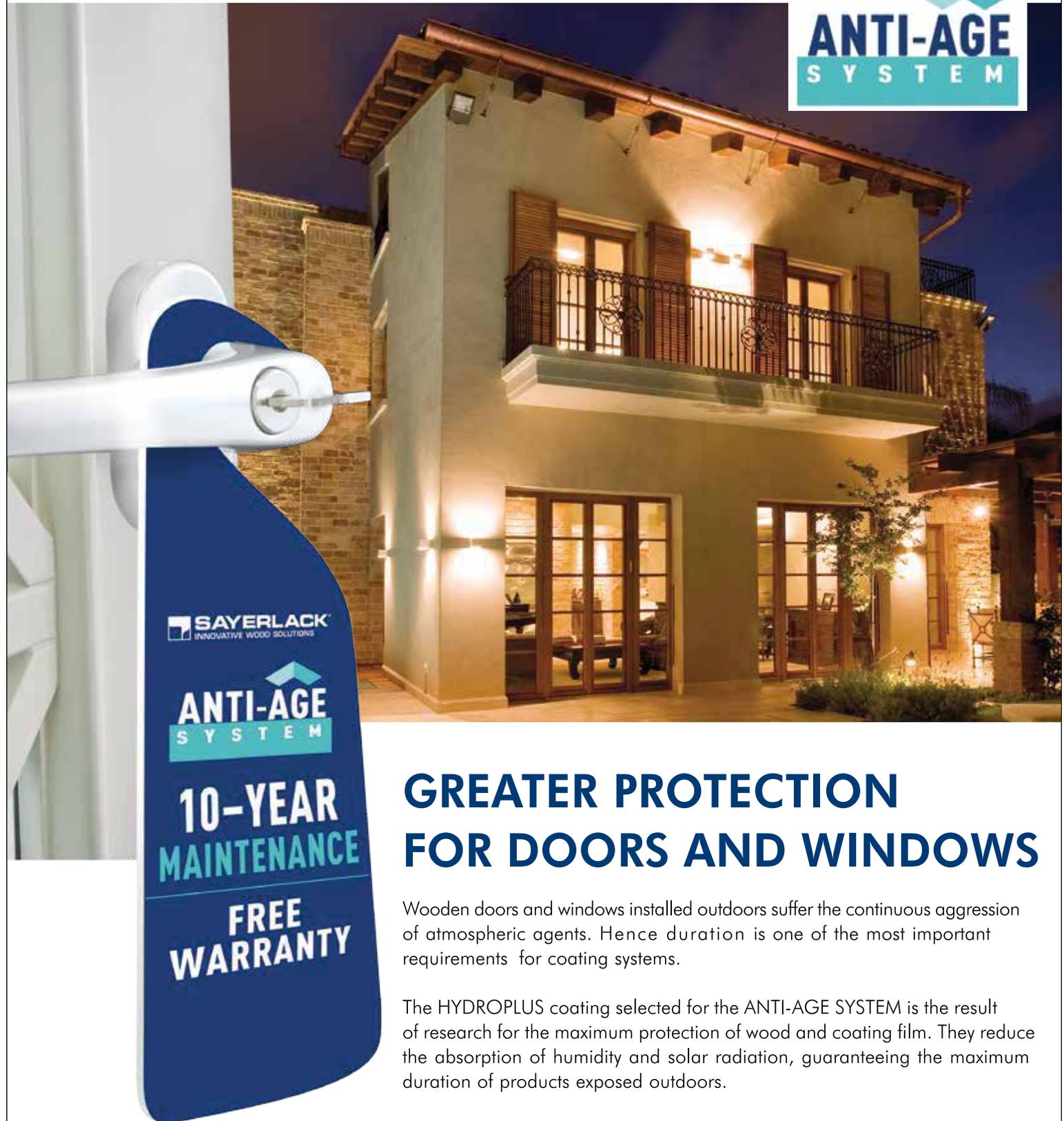
The objective relies on using the large amount of information available ("big data") to make the working process faster. It also lets customers the chance to quickly check the status of anything related to their orders based on RFID or barcode tracking systems. By adapting our facilities to Industry 4.0, we can shorten the lead time for end-users and then increase their level of satisfaction.

Taiwan represents the fourth largest nation of woodworking machine exporters behind Germany, Italy and China. What are your thoughts on this?

TWMA must maintain close relationships with major players of woodworking machinery associations. It would be interesting to discuss and share points of view on international topics such as economic trends or trade fairs, where common interests may prevail.

TWMA would be also pleased to organize an international meeting involving other associations. By bringing together all relevant stakeholders such as VDMA for Germany, Acimall for Italy, JWMA for Japan and CNFMA for China, TWMA is hoping new outcomes for the woodworking industry.

- Interview by William Chiu, WWS Services



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Lead guiding lights!

WoodNews magazine has completed a quarter century of publishing, participating in and reporting on the progress of the furniture-making industry in the country. On this occasion, the largest-read B2B publication has taken the opportunity to look inward, to re-assess its strengths and weaknesses, and to retain its relevance and contribution to the industry's growth.

In order to re-energise WoodNews, the magazine has invited thought and business leaders from the industry, as well as from architects and interior designers working with wood-based products, to act as an Advisory Panel to help the editorial team in the following ways:

- Ensure relevance of content to the supply and demand sides;
- Help gather market information on industry news and trends;
- Focus on new technology in terms of machinery and material, fittings and finishes;
- Propagate good practices in design and scientific manufacturing to achieve world-class product quality.

It is proposed that members of the Advisory Panel meet periodically to pitch in their ideas and leads, help the Editor plan for the future, and assess the results of previous issues of the magazine. Its first meeting is scheduled during IndiaWood in Bangalore (25-29 February, 2016).

Members of the Advisory Panel will also contribute special articles for the benefit of the magazine's readers from the woodworking industry and design and architecture fraternity. We begin with a column by Mr. Jurgen Wolf of Hafele in this issue of WoodNews.

For year 2016-17, WoodNews has the pleasure to introduce those that have agreed to set aside their valuable time to help your magazine go from strength to strength:

You, dear Reader, are also welcome to send in your observations or suggestions, share news and opinions, and contribute industry-relevant articles to: editor@woodnews.in.

- Mr. Anil Goel: Managing Director (South Asia & Middle East), Hettich India



- Mr. Ashok Dsouza: Head of Operations, Altendorf India

- Mr. Govind Assudani: Managing Director, Homag India



- Mr. Jurgen Wolf: Managing Director (South Asia), Hafele



- Ms. Leena Kumar: Chairperson, Indian Institute of Architects (Karnataka Chapter)

- Mr. Mark Pftzing: Senior Consultant, Schuler Consulting



- Mr. Pranesh Chhibber: Country Head, Forestry Innovation-India

- Mr. Satyan Thukral: CEO, Caple Traders



- Mr. T. Gopi: Managing Director, WoodTech Consultants.

- Mr. Sandeep Mukherjee: Director, Quetzal Designs Pvt. Ltd.





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Striking bakery design brings contrast and warmth

Nature Humaine, a Montreal-based architectural practice, was challenged to find a new contemporary look for 'Au Pain Doré', a bakery chain. The retail store featured here, which has been entirely refitted, is located on the ground floor of a three-storey building in the Côte-des-Neiges neighbourhood of the Canadian city.

The design of 'Au pain doré' is based on the European concept of a bakery/cafe that combines the sale of freshly baked products with high quality coffee, where the barista is centre stage.

The interior space has been completely redesigned with an extension at the back offering a total floor space of 140 square metres. To make this rather narrow and linear space configuration more dynamic, the architects introduced a wooden structure made entirely of American tulipwood slats.

A structural wooden frame with vertical elements at regular intervals holds a series of tulipwood slats that have been disposed randomly in the ceiling space to create a trellis work that opens and closes to create gaps for lighting and ventilation.

The creamy white tones of tulipwood really stand out against the black surfaces of the ceiling above.

Dynamic perspective

The lattice wraps down the wall turning into shelves for the bread and pastries as well as benches and counter tops.



A series of tulipwood slats have been disposed randomly in the ceiling space to create a trellis work that opens and closes to create gaps for lighting and ventilation.

Tulipwood is also used to create shelves, table tops and the interior cladding of the long serving counter, which runs along the full length of one wall in the main space.

Glass display units built into the counter and shelving behind the preparation area are designed to showcase the bakery products.

The slats of tulipwood along the screens of the serving counter have been set at an angle, rather like the external cladding of a log cabin, to create shadow lines that emphasize again the dynamic perspectives.

Spotlights and exposed light bulbs are hung from the ceiling to illuminate the shop, suspended over the work surfaces and eating areas. The table tops and

bench seats in creamy white tulipwood contrast with their supporting structures in black steel.

The architect opted for a urethane finish with 35% gloss lacquer. This transparent finish maintains the natural aspect, colour and grain of the wood while enhancing its durability, to meet the requirements of a bakery both in terms of usage and maintenance.

Light and soft

American tulipwood (*Liriodendron tulipifera*) has a creamy white sapwood which may be streaked. The heartwood varies from pale yellowish brown to olive green. This green colour tends to darken on exposure to UV light and turn brown. The wood has a medium to fine texture and is straight grained.

CASE STUDY

AMERICAN TULIPWOOD



Tulipwood has excellent mechanical properties and a very high strength-to-weight ratio.

Although relatively light in weight and soft, it has excellent mechanical properties and has a very high strength-to-weight ratio, making it ideal for laminated beams and structures. Tulipwood is often painted or stained.

The American Hardwood Export Council (AHEC) is the leading international trade association for the US hardwood industry, representing committed exporting US hardwood companies and all the major US hardwood production trade associations.

It runs a worldwide programme to promote American hardwoods in over 50 export markets, concentrating on providing architects, specifiers, designers and end-users with technical information on the range of species, products and sources of supply. (www.americanhardwood.org).

The table tops and bench seats in creamy white tulipwood contrast with their supporting structures in black steel.



Photos: Adrien Williams



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Ghana now also subscribes to the UN's Reducing Emissions from Deforestation and Forest Degradation initiative.



New voices speak out on forestry

A technically aware, environmentally committed new generation in supplier countries is increasingly shaping the development of the European Union Forest Law Enforcement Governance and Trade Voluntary Partnership Agreement (FLEGT VPA) initiative, and other forestry and timber sector legality and sustainability programmes. **Mike Jeffree** asked a range of them in VPA signatory countries worldwide about their views, outlook and aspirations.



Mr. Kofi Adu Gyamfi.

Mr. Kofi Adu Gyamfi (27) lives in Accra, Ghana. A graduate in forest resources technology, he is now Assistant District Manager to the Operations Department of Forest Services Division at the Ghana Forestry Commission.

"Ghana was once rich in dense forest but, thanks to wildfires, agricultural encroachment, illegal mining and indiscriminate logging, the uninterrupted tree cover is gone," he told me. "Some feel the best forest practice is to leave it untouched and explore other means for supporting its maintenance."

However, with current domestic and international demand levels, sustainable management of forest for timber is essential for preventing its illegal destruction. "Our government is working to encourage legal, sustainable forestry, with civil society organisations and forest fringe communities to promote accountability and transparency, balancing non-consumptive and consumptive forest use and timber production for domestic and foreign demand," Adu says.

Ghana is also making progress through global interventions such as the United Nations' Reducing Emissions from Deforestation and forest Degradation (REDD+) initiative and its FLEGT VPA with the EU. At its heart is its Timber Legality Assurance System, which is set for possible roll-out early 2016.

"Ghana should explore potential funding for massive reforestation and afforestation projects too, plus community and private sector investment in plantation development. I'm optimistic about achieving this for two reasons: one is our ongoing plantation programme, and the other is the FLEGT initiative," Adu signs off.

Indonesian haze

Ms. Citra Hartati (29) studied law in Jakarta and is now a forest governance legal researcher at the Indonesian Centre for Environmental Law and a civil society representative on the joint implementation committee for Indonesia's EU FLEGT-VPA.

"Indonesia still has much to do to achieve fully legal, sustainable forestry and timber industries. We have 122 million hectares of forest, but so far only 60% operates verified legitimately – and we experience the consequences daily," she says.



Ms. Citra Hartati.

Her interest in these issues stems from growing up in Sumatra where there has been massive land clearance for oil palm plantations, often using fire. The result is aerial haze pollution so severe that it forces airports to close and children to wear face masks to school.

Forest fire is just one issue. Others include illegal logging, corruption and poor land use planning. The root of these problems is poor governance and lack of transparency.

The Indonesian government is now attempting to tackle the situation with new regulations and reforms. We're also seeing more stakeholder engagement, capacity building and a healthy environment becoming recognised as a constitutional right.

"It's a pity FLEGT timber licensing is not yet in place, but the initiative is having positive impacts in Indonesia; encouraging stakeholder participation. We in Indonesia would still like more information on key aspects of its operation," she says.

"We have to consider the commercial aspects as well as the green line. What are the market incentives to supply FLEGT licensed timber to the EU? Will it be prioritised and promoted by the EU trade? How will it be regarded relative to products certified under schemes such as the FSC and PEFC?" she asks.

"It will take time to eradicate all the problems in the timber and forestry sectors, but we now have the tools to ensure every piece of timber Indonesia delivers to market is legal. We can make Indonesia's tropical forest the most sustainable in the world. And if we set this example in environmental governance, other industries like mining, gas and oil will follow," Citra notes. ▶



FLEGT timber licensing is encouraging stakeholder participation in Indonesia.

Honduras hopes

Mr. Douglas Membreno (33) lives in Tegucigalpa, Honduras, with a degree in international relations. He is now Projects Coordinator at the non-profit Democracy Without Borders Foundation, focusing on environmental issues and alleviating poverty in vulnerable communities through sustainable forest use.



Mr. Douglas Membreno.

“The main issue in our forestry and timber industries is lack of application of the law and institutional weakness. The result has been large-scale forest loss and an industry run for the benefit of a few,” Douglas notes.

He helped organize projects to empower and engage community groups in Olancho, a heavily forested department, but badly affected by illegal logging, and also worked on Honduras Forestry Law awareness raising.

The Honduras government has introduced new environmental protection and conservation measures to improve forest sector governance, but implementation has proved complex. However the Honduras’ FLEGT VPA, set for signing in 2016, should accelerate progress towards a forest sector that operates legally and fairly.

“While the timber industry plays an important role in the economic and social development of the country and is a valuable source of employment and income for families in rural areas, all stakeholders must harness forest

resources sustainably, under effective regulation and supervision.

“So our aim, through the VPA, is also for forestry and timber industries to become widely recognised by all stakeholders as means for forest protection, conservation and resource development, working in the interest of communities, but under environmentally sound management,” he says.

In 10 years he would like to see the VPA and other efforts to have resulted in widespread consciousness, from the people, through the timber industry to government, that forest resources are key to environmental and human welfare. “In 20 years I hope we’ve eradicated illegal timber entirely.”

-The author is a consultant with the Global Timber Forum. He may be contacted on mjeffree1@gmail.com.

Honduras is accelerating progress towards a forest sector that operates legally and fairly.





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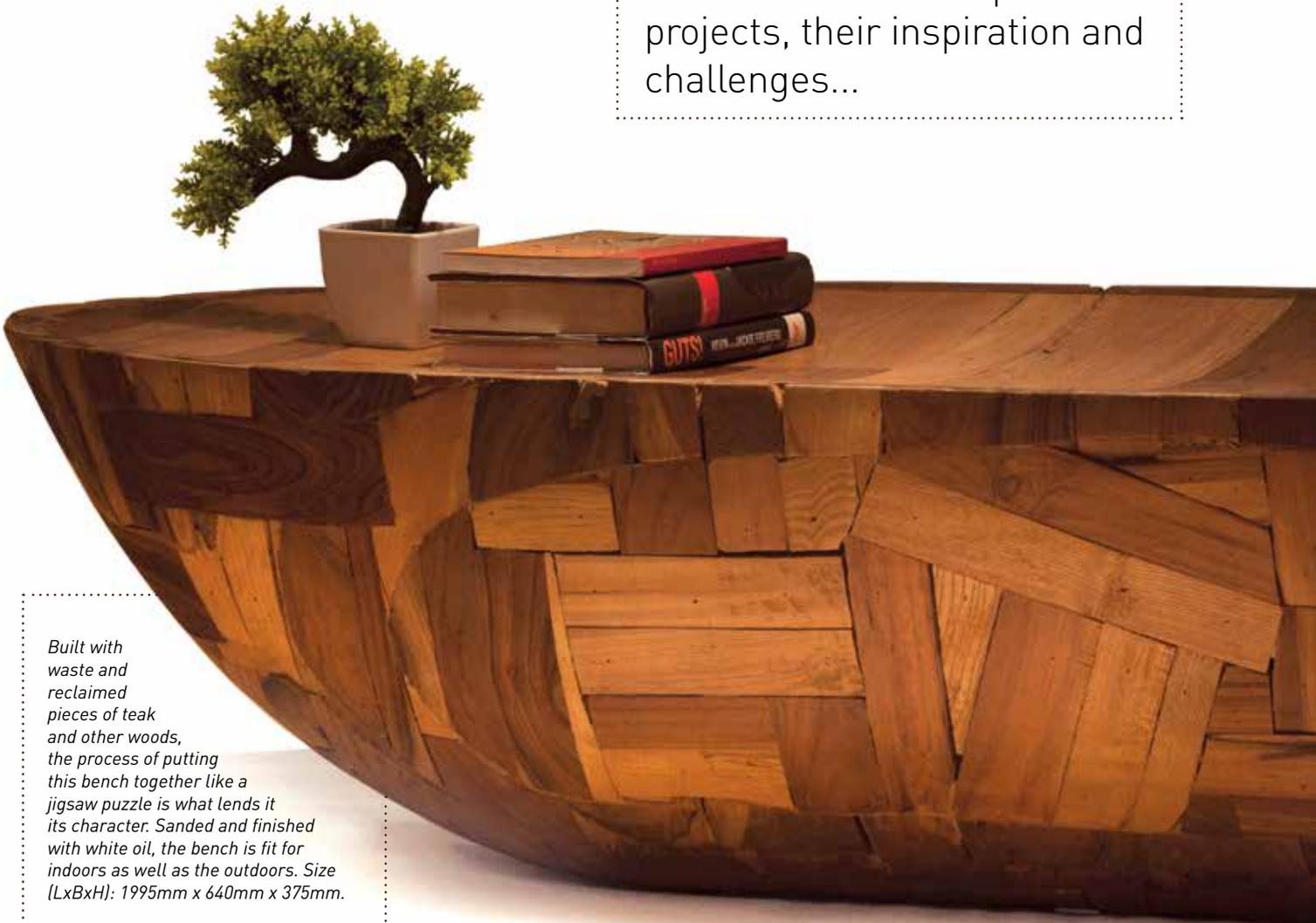
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'Design is for life, not philosophy'

Continuing a series of articles by prominent architects, furniture and interior designers and craftsmen, who showcase their pet projects, their inspiration and challenges...



Built with waste and reclaimed pieces of teak and other woods, the process of putting this bench together like a jigsaw puzzle is what lends it its character. Sanded and finished with white oil, the bench is fit for indoors as well as the outdoors. Size [LxBxH]: 1995mm x 640mm x 375mm.



Inspired by the woods, these log lamps have an air of mystery to them. Trunks and logs from solid fruit wood are used for these lanterns, which are lit from within. It is through the knots and cracks that light permeates, in an uneven dramatic display. Size (Diameter x Height): 228mm x 2743mm.

An ode to Nature, this bed combines natural teak wood, rusted mild steel and natural linen. Size (LxBxH): 2286mm x 2133mm x 431mm.



By Aarti Aggarwal

Wood is a fantastic material; it has character which demands attention. It challenges you to work with it and go beyond it. It breathes, changes shape, size and colour. One needs to know this material intimately to be able to do all there is.

At Knock on Wood (KNW) we love the grain, the smell and the challenge of wood. We consider ourselves extremely fortunate to work with such a vast and beautiful range of wood species. We derive immense joy from working with these materials.

At Knock on Wood, making furniture is a well-thought out, thorough science that involves deep thought and expertise together with intricate procedures. Every piece of wood goes through an identified regime in order to become an aesthetically appealing piece of furniture that does not deviate from its functionality.

Combining human aspects and formal functionality with careful research into the history of design, and blending it with material tactility of hardwood, we're known for our simplistic, well-detailed furniture in hardwood. ▶





Rustic and refined, this coffee island makes a stylish statement in a living room. The 3-part creation features textured teak wood. Each of the parts can be used as separate units or combined together to form this unusual ensemble. Size (LxBxH): 1200mm x 1200mm x 240mm.

We combine traditional manufacturing techniques with the latest technological methods to transform the finest materials into furniture that exudes both classic and contemporary persona.

We feel joinery done right is enough embellishment for a piece of furniture. We also believe design is not just for philosophy; it's for life.

Typically, the hardwood is naturally dried up to 12 months and softwood for about 6 months. This wood is then sized and kiln-dried to get the required level of moisture content. Now the log is ready to become a masterpiece. Control over the entire manufacturing process, from origin to final product, gives us the ability to continually monitor quality.

One can bring the beauty of the outdoors into our living and working spaces by adding natural elements to the interiors. Several ecological elements can be incorporated in to the decor scheme to turn the home into a cosy refuge. With our lifestyles being rather stressful and chaotic, more so at work, this will not only provide warmth to spaces, but will improve mental health and help one remain calm and relaxed. ▶

Knock On Wood

The erstwhile House of Design, based out of New Delhi and Chandigarh and established in 2009 is now KNW, headed by Ms. Aarti Aggarwal, a renowned furniture and chair designer.

Aarti is already known for her acclaimed collections such as Mardi Gras and her collection of specialized hospitality counters. She is recognized nationally for her inherent creativity, knowledge, dexterity and craft with hardwood furniture and product design that allows her to push boundaries and create pieces for a diverse set of clients.

Aarti has studied domestic design from University of Arts, London, and specialized in Chair design from Danish Skole of Design, Copenhagen. She has developed furniture, accessories,

products, etc. for the Taj Group of Hotels (hospitality collection) and has even created limited edition pieces that have been exhibited at India Design, and published in various design journals.

The journey of KNW, a renowned product and furniture design studio, started with a deep desire of expression: expression of self, expression of the craft, and expression of the inherent nature of the elements available to work with.

Based out of New Delhi and Chandigarh, with a focus on customized and bespoke hardwood furniture, KNW is located in a manufacturing premises of 10,000 square feet, and a modest studio, with an investment of a little under US\$1 million in equipment.

It comprises of a qualified design team of 12 people engaged in customer interface and design, eight designers, four engineers. It is among the few furniture design houses in India with a captive 5-axes router.

With an intensive research and development laboratory to devise tools, working mechanisms for specific applications, test the behaviour of various finishes on wood and metal, the lab also works on stress testing for special applications.

KNW has been privileged to partner with well-known fashion and lifestyle designers in India and South-East Asia for their furniture lines.

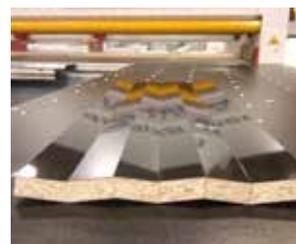
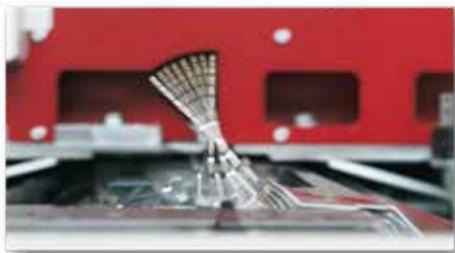
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At KNW we believe reclaimed wood has a look so distinct and lustrous that cannot be attained with other woods without excessive amounts of production and work. One can create stunning pieces out of reclaimed wood, one such example is the Ketch. Painstakingly made over a period of 9 months the bench is a labour of love.



Carved out of a single log of wood, this 6-foot-long table-cum-bench is treated to give it a natural, burnt finish. The pointed tip and the burn stains on the surface add a rustic drama to the piece. Niches have been strategically carved into the log to create space for display. Size (LxBxH): 1875mm x 381mm x 300mm.



A happy harmony of burnt pine wood with mild steel frame. The raw wood edges make for interesting handles. Pine wood shutters finished with oil and burnt finish. Size (LxBxH): 1800mm x 450mm x 750mm.

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Courtesy: Bloomberg.com



The table could eventually incorporate induction coils to heat food or charge a phone.

Ikea cooking up new recipe

S

Sweden-based multinational furniture giant Ikea's 'Table for Living' can detect foods and ingredients on its surface and suggest recipes and preparation techniques.

Ikea and design firm Ideo have spent two years developing concepts for the kitchen of 2025. The Global demand for cooking appliances will rise 5.5% by the end of next year, to \$62 billion, says researcher Freedonia Group.

Attached above the table, a camera films the ingredients on the surface, then sends the images to the home owner's personal computer for analysis by specially designed software.

After sifting through its database for

recipes that match what is on the table, the software sends them to a projector above, which shows them on the surface.

Innovator and Design Manager at Ikea, Mr. Marcus Engman, says he wants to mass-produce the smart furniture without making it more expensive than a conventional Ikea table. The table could eventually incorporate induction coils to heat food or charge a phone, he says.

For now, Engman says his team is working to bring down the costs of incorporating more technology. "When you work with things like this, the hardest thing to achieve is low price," he says. "We are Ikea. We don't want to put expensive solutions onto the market."

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User-friendly kitchen applications



Certain applications, such as wall cabinet lift systems, waste pull-outs and fridge/freezers and dishwashers, are ideally suited for Blum's electric opening support system, for these are the areas that are most used in kitchens.

Blum now offers individual Servo-Drive applications for these kitchen areas with enhanced user ease, particularly when opening handle-less fronts. The three different individual applications can easily be retrofitted and combined with each other, depending on the equipment of a kitchen.

Servo-Drive Flex

The door of the integrated fridge/freezer opens at a single touch and stays open for a short period of time, so the user can open it fully. If the door has been opened accidentally, it will close again automatically within a couple of seconds.

Servo-Drive Flex also has a feature that stops accidental opening. In other words, the door will not open if the user just leans against it. Servo-Drive Flex opens refrigerator and freezer doors with fixed hinges (i.e. doors are rigidly fixed to furniture fronts) and those with sliding hinges (doors are fixed to fronts by means of a sliding hinge).

To further enlarge the trigger area, the system can be equipped with a wireless switch and receiver (optional feature). The system can also be used to open dishwasher fronts, provided certain aspects are taken into account during planning. Assembly is tool-free and quick and simple.

Servo-Drive for Aventos

Lift systems fold up, lift up or swing up and over to give users clear visibility and direct access to all contents – preferably

right up to the ceiling. To ensure that you can easily close fronts again, Blum recommends using Servo-Drive for Aventos. Not only does the electric motion support system open lift systems at a single touch it also closes them at the press of a switch on the inside of the cabinet.

Servo-Drive Uno

You want to throw away kitchen waste but you can't open the pull-out because your hands are full – this is where Blum's Servo-Drive Uno comes in. A single touch suffices (you can also use your hip, knee or foot) and the pull-out seems to open by itself. The individual application consists of a pre-assembled single unit and can also be retrofitted in existing kitchens.

The set can be mounted in just a few steps: no need for measuring or drilling.

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ICA re-invents colour Black!



Few colours succeed like black does in expressing elegance and refinement across all sectors. It is an emblematic, fascinating colour that encompasses all hues of the light spectrum, the sum of infinite pigments.

But how is it possible to give this colour such a unique character? How is it possible to achieve the right level of depth?

Thanks to the cutting-edge technology and research of ICA's laboratories, a deep black has been invented in its gloss top coats – an intense shade of black, the like of which has never been seen until now.

In the world of interior design, black is often combined with lacquered finishes, but also with wood grain, and is very much a byword for design and character. Deep black can be applied to various materials, such as wood, glass and plastics, imbuing them all with the same power and intensity.

Moreover, all of the top coats are water-based and are available in traditional and UV versions. The main objective of deep black is customisation, and for this reason ICA's technicians have developed various gloss levels, ranging from gloss to extra matt.

It is now possible to adapt the effect to

the right style; furniture with modern design features can be embellished with the matt tones, whereas the gloss top coats can be used on more classic pieces.

Deep black can be produced without limitation on a whole array of different top coats, from the textured effect to the soft touch effect. It is suitable for high-quality furnishings with great visual impact. (www.icaspa.com).



WOODNEWS

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



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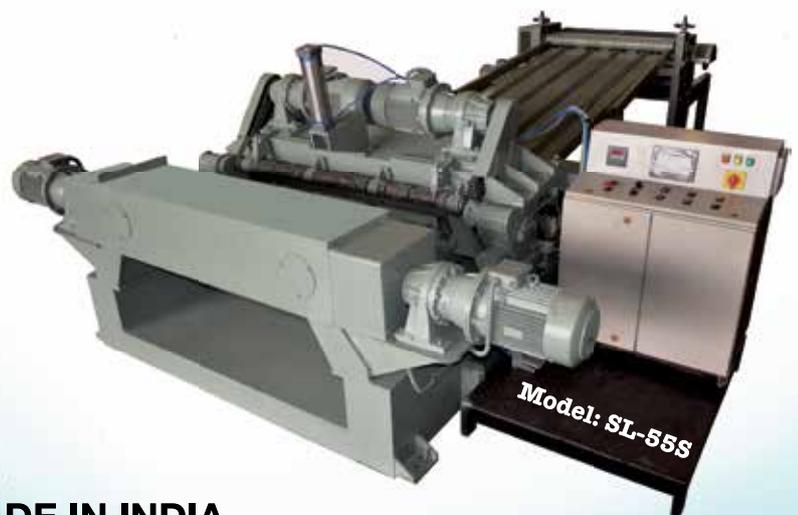
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Grass redefines slide technology

The Nova Pro slide technology, already one of the most popular ones in use currently, has now been further upgraded. With the new Nova Pro Scala comprehensive drawer technology, Grass is now presenting a system that can be scaled in all respects to meet the requirements of contemporary living interiors.

Innovations are nothing unusual in the area of Grass movement systems. However, with Nova Pro Scala this traditional Austrian company has now given the term "system" a completely new meaning; the youngest generation of the double-walled drawer family now guarantees scalability in all dimensions.

Based on the track-proven Nova Pro slide technology, the new comprehensive drawer solution features maximum design freedom with efficient processability.

With Nova Pro Scala, Grass has redefined standards for its top of the class slide technology across all market and price segments and for modern interiors in living rooms, bathrooms and kitchens.

Purist, clear and timelessly aesthetic Grass has developed a drawer side with minimalist right angles. Even the tilt angle adjustment was optimised so that it can be accommodated in a drawer side height of exactly 41 mm.



Covered in laser-welded, powder-coated steel, the characteristic drawer side is a unique trademark feature, and the complete drawer with its almost limitless design options becomes an individual and special experience.

The intentionally understated metal version can be combined with a wide range of design and material types to suit all tastes, for example, stone surfaces or luxury real wood versions. The various material components are practically pre-fabricated and can be supplemented very easily.

The multi-faceted Scala range includes a drawer solution with a height of 90 mm, a snugly fitting railing version, as well as a closed drawer with a height of 186 mm. A special highlight of the modular Scala family is the generously sized Crystal Plus glass version: this maximum, unobstructed view into the drawers is very luxurious.

During the development of Nova Pro Scala special attention was paid to simple processing. The cabinet dimensions and drilled holes of the standardised Nova Pro technology remain the same. Pre-fitted glass holders on the Nova Pro Crystal Plus make work even easier.

Neither solution requires gluing, drilling, or tensioning of the filling elements. In addition, Nova Pro Crystal Plus features an innovative clip technology: the design components can be fitted firmly and without tools just as easily as changing batteries.

The modular front connection on the drawers guarantees maximum stability with minimum part complexity. The drawers and fronts can, therefore, be easily replaced.

The Nova Pro Scala range will be available at outlets in the summer of 2016.



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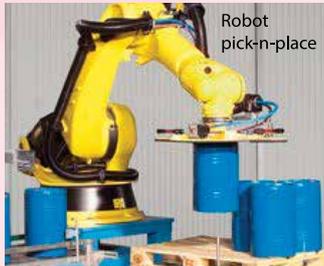
ROBOT MODEL MAKING



Robot Painting

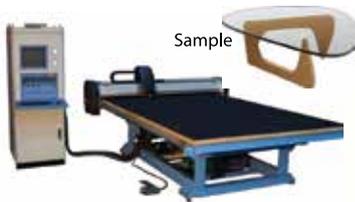


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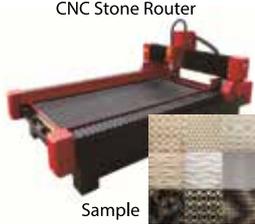


Robot pick-n-place

CNC Router



CNC glass cutting router



CNC Stone Router

Sample



CNC thermacole mould Router

Sample



CNC wood Router

Sample

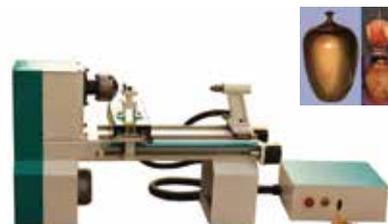
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Customer oriented developments in lifting solutions



EuroTech expands its range of vacuum handling solutions with the introduction of a vacuum tube lifter series. These versatile lifting and positioning aids can be used in almost all areas of operation and impress with their simple handling and ergonomic single-handed control.

The robust vacuum tube lifter is manufactured with high quality craftsmanship that offers the highest standards of safety and quickly pays for itself. Vacuum tube lifters are now readily available for numerous standard applications.

EuroTech offers complete, tailor-made solutions from a single source for customised applications. eT-Lift-mini, eT-Lift-eco and eT-Lift-flexi are the new models in the vacuum tube lifter series from EuroTech .

They are designed to ease the workload wherever objects such as boxes,

containers, bags, panels or glass panes are to be lifted, moved, turned, stacked or picked – quickly, simply and flexibly.

The standard versions of the vacuum tube lifters with oval suction head or double suction cups are available from stock, ready-to-use for numerous tasks. eT-Lift-mini ,with a net weight of 6 to 10 kg and lifting heights up to 1,200 mm, accepts loads up to 45 kg. eT-Lift-eco and eT-Lift-flexi ,with a net weight of 11 to 15 kg and standard lifting heights up to 1,700 mm, can move objects up to 125 kg.

With its modular construction these vacuum tube lifters offer the user many more standard features such as: It plans and delivers user-specific vacuum tube lifter concepts both for new systems and also solutions for integration into existing operating processes. From concept to commissioning and, if desired, optimum positioning and

fastening along with craning-in and control can be customised as per requirement.

The EuroTech vacuum tube lifters are characterised by their intuitive operation of the single-handed control, durability, reliability and high safety standards. Their modular and transparent construction enables rapid modification for new tasks. The devices can be equipped with pre-assembled control handles or pistol grips and rigid or articulated extensions, each with rigid or articulated control head to suit the respective application.



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Technology that streamlines drawer design



Lineabox, the new metal drawer system from Salice, with its streamlined and sophisticated aesthetics and quick and easy assembly, is a highly versatile and customisable product.

The same components that make up the drawer can also be used to create under-sink and sink waste cut-out drawers. No additional components are required: the two drawers are formed simply by cutting the back and the bottom sections according to the under-sink dimensions.

As for traditional drawers, these versions too are available in three different heights and can be 3-sided in metal or 2-sided with the drawer front and back made of wood. Its elegant and refined finishes in white, titanium, champagne and stainless steel complete the picture.

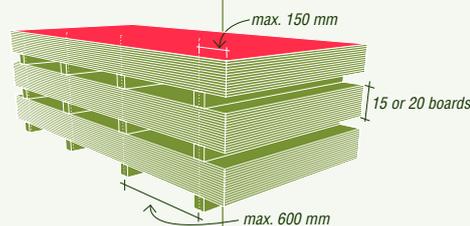
The elegant and versatile Lineabox, one of the thinnest drawers ever, can easily meet each customer's need.

A revolution in formwork

APPLICATION GUIDE (according to ENV 12872:2000)

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Boards should be stacked horizontally upon flat surfaces, conveniently away from the ground and with enough supports to prevent the lower panels from overload. Intermediate battens are recommended between every 15 to 20 panels for ventilation, in line with the lower vertical battens. It is recommended that the battens be placed parallel to the shorter sides and along the entire length of the stack. It is recommended that the ends not exceed 150 mm. When packets are stacked, it is recommended that the supports be aligned vertically to prevent warping. It is recommended that the top of the stack be covered.



Sleek Boards, which has launched several products in last two decades for the building and construction industry, have now launched a revolutionary eco-friendly panel product for the formwork called Encoform.

It is available in popular thickness of 12mm and 18mm, weighing 27 kg and 40 kg for sheet of 2.5x1.25 metres.

Encoform has a high durability suitable for service Class 1 and 2 as per EN 312. It has also excellent fire safe properties, having reaction to fire class D-2 according to EN 13986.

Additionally, the sheets are highly environmentally preferred as they are available with PEFC as well as FSC certifications and comes with very low

formaldehyde emission, qualifying for E1 class.

Encoform comes with special film coating on both sides for smooth surface for better concrete finishing. It is suitable for formwork systems, formwork for pillars, walls, framework edges and also minor concrete works.

The advantages of Encoform are extra smooth surface for flawless finishing with excellent mechanical properties. It is highly cost-effective alternative and allows multiple reuses up to 15 repetitions.

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Pic: Dianna Snape.

Australia to host architects from Asia-Pacific

The State Library of Queensland's Asia-Pacific design library is a shared physical and digital space for industry, academia and the public to come together in generating new knowledge around design in the region.

As the Asia-Pacific experiences unprecedented urban growth, architects will play a critical role in shaping the future of cities across the region. The diversity of its people and countries will be explored in the Asia-Pacific Architecture Forum, taking place in Brisbane from 1 to 14 March, 2016.

The forum is presented by founding partners, the State Library of Queensland and Architecture Media. It comprises exhibitions, installations, workshops, lectures and a symposium.

Projects from architects in Malaysia,

Japan, Indonesia, Vietnam, China, Taiwan, India, New Zealand, South Korea, the UAE and Australia will feature in the two-week-long event.

Architects, designers and planners from across the region are invited to attend the Architecture AP Symposium, a one-day conference on Friday, 4 March. Delegates will explore innovative thinking and transformative projects presented by keynote speakers who reflect the diversity of the countries.

The role of architecture in shaping nine cities from the Asia-Pacific region and

host city Brisbane, will be showcased at the Museum of Brisbane (19 February to 22 May, 2016), including the iconic 431-metre-high Chongqing IFC Tower and Shenzhen's Affordable Housing Design from China.

Among various projects and practices will be an exhibit of a Jubilee Hills (Hyderabad) residence by Research Design Office. For the full programme of events and venue details, visit <http://aparchitectureforum.com>.

Greda bags more certifications

Business operations in several global markets to promote the quality of their technology was the leitmotiv of the year 2015 for Greda, an established Italian specialist in the design and construction of tailor-made machining centres for solid wood.

Not only a sales effort, but most of all a set of technological skills to adapt their offer to specific machining operations. A successful recipe, as shown by the fact that Greda is closing the year with a significant growth of revenues, estimated up by 18% in the preliminary balance.

Greda's business is now certified as in compliance with ISO 9001:2008 and BS OHSAS 18001:2007, a warranty of total quality in the design, production, installation and service of working centres, as well as the health and safety of all staff.



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Productivity at WMF 2016

Product customization has become an overwhelming trend in these years, impacting many industries, including furniture manufacturing. Customers not only pursue personalised furniture pieces but also request shorter lead times.

To capture the enormous business opportunities brought by the trend and maximizing cost efficiency,

manufacturers are now looking for more innovative knives and blades, which are the key parts of woodworking machines, with better precision and safer protection.

Balance is critical for keeping knives secured to a rapidly moving cutter head, particularly more and more ultra-hard materials, such as carbide alloy, diamond etc., are being used in production.

Without damaging the machines, detectors now immediately shut down the motor and stop the blades or knives once they touch human flesh. A powerful detector not only acts as a safety shield to valuable manpower but also saves enterprises from productivity lost.

The 16th international exhibition on Woodworking Machinery and Furniture Manufacturing Equipment (WMF) and the international exhibition on Woodworking Machinery Supplies and Accessories (also known as 'Beijing Woodwork Fair 2016') is gathering numerous top-notch exhibitors for its zone dealing with knives, blades and machinery accessories/ hand tools.

Scheduled to be held on 1-4 June, 2016, at China International Exhibition Centre in Beijing, the trade fair is the only woodworking machinery fair of its kind in China supported by Eumabois and VDMA. (www.woodworkfair.com).



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Godrej launches modular kitchens

Godrej Interio, a large conglomerate catering to both homes and offices furniture segments, launched Cuisine Regale in November 2015, a premium lifestyle modular kitchen gallery brand. Its debut in an upmarket neighbourhood of Bangalore is the first of six such stores that will come up across key metros nationwide by the end of 2016.

An innovation driver for the group, design thinking has been at the core of Cuisine Regale. The brand has been developed keeping in mind user and human centricity. Differentiating it from any other local or international brand in this space, Cuisine Regale is built on anthropometric, ergonomics and Indian consumers cooking styles.

From creating interesting consumer touch points in the galleries, to expert guidance by designers, to building solutions for kitchens (including appliances and accessories), Cuisine Regale is being offered as a complete turnkey kitchen solution, according to a press note.

Mr. Anil Mathur, COO of Godrej Interio is quoted as saying, "Cuisine Regale that will make available world-class products and services in the kitchen furnishing segment."

The organised kitchen market size is approximately Rs 1,100 crore, of which the premium segment constitutes about Rs 250 crore. The overall South India market for kitchen furnishing is about Rs 75 crore with Bangalore in the leading position.



Spread over 2,000 square feet, the newly launched store in Bangalore currently showcases three ranges of kitchen furnishing: Glacier, Neue and Melange.

In October 2015 Godrej Interio expanded its customised branded furniture business with the launch of U&US home design studio. Mr. Navroze Godrej, Director of Godrej & Boyce, was quoted as saying, "This is one of the largest disruptive business processes, where we are partnering with local carpenters and designer communities to organize a large segment of the unorganized market."

The company opened its third studio in Pune, after two pilots in Thane and Kharghar in Mumbai. Godrej plans to open 20 such studios across the country in the next year. The price of furniture at U&US would be 20% more than made-to-order furniture.

Godrej is setting up a third facility at Shirwal, near Pune, to make ready-to-use furniture with an investment of Rs 300 crore. This will mainly cater to hospital furniture. Godrej Interio already has 78 exclusive showrooms in 20 cities, operating through 800 dealers.





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Jai adds 7th factory in Ahmedabad



One of the four floors at Jai Industries' new factory in an industrial area in Ahmedabad.

Jai Industries – which celebrated 50 years of manufacturing, supplying and servicing woodworking machines in India – continues to remain ahead of its competition. In October last year it commissioned its seventh factory in Ahmedabad, adding to its capability of manufacturing more than 30,000 machines a year.

The new factory is a 4-storey structure, built at a cost of Rs 20 crore, totalling 1,50,000 square feet of machine assembly space. It has separate floors for simultaneous production of a vast range of machines that Jai's Modula series offers.

With its commissioning, Jai Industries has doubled the manufacturing floor size to 4,00,000 square feet. It now has a fully automated and truly world-class facility with latest systems and equipments for material handling, machine shifting, assembly, powder coating, etc.

According to its Managing Director, Mr Nirav Shah, Jai Industries has so far invested Rs 200 crore in its factories, employs more than 90 engineers and 650 workers across its manufacturing units. This makes Jai Industries the biggest manufacturer of woodworking (including panel processing and modular furniture) machinery in the country.

Jai Industries also hosts Asia's biggest "machine mall", the PanWood Grand, in Ahmedabad, spreading over 25,000 square feet for display and demonstration of the complete range of its machines.

The Jai sales network also has PanWood "machine malls" for selling Modula machines in all major cities of India, apart from 150 exclusive and trusted dealers all over India.

Now, bio-based PU coating systems

Bio-based polyurethane (PU) coatings have been used extensively from the last few decades and replaced petrochemical-based coating due to their lower environmental impact, easy availability, low cost and biodegradability.

Bio-derived material, such as vegetable oils, cashew nut shell liquid (CNSL), terpene, Eucalyptus tar and other bio-renewable sources, constitute a rich source of precursors for the synthesis of polyols and isocyanates, which are being considered for the production of "greener" PU coatings.

Various chemical modifications of bio-based precursors, synthesis of various PU coatings from these modified materials and their potential applications are being researched to help bring these materials to a wide range of applications, together with potential solutions.

EC adopts economy package

Towards the end of 2015, the European Commission adopted an ambitious new 'Circular Economy Package' to stimulate Europe's transition towards an economy that will boost global competitiveness, foster sustainable economic growth and generate new jobs.

The package is expected to help European businesses and consumers to make the transition to a stronger and more circular economy, where resources are used in a more sustainable way. The proposed actions will contribute to "closing the loop" of product lifecycles through greater recycling and re-use, and bring benefits for both the environment and the economy.

Innovative and more efficient ways of producing and consuming should increasingly emerge as a result of the incentives put in place by the package. The circular economy has the potential to preserve precious and increasingly scarce resources, reducing environmental impacts of resource use and injecting new value into waste products.

The plans will extract the maximum value and use from all raw materials, products and waste, fostering energy savings and reducing green house gas (GHG) emissions. The proposals cover the full lifecycle: from production and consumption to waste management and the market for secondary raw materials.

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WoodTech expands into Pune



Bangalore-based WoodTech Consultants has tied up with Aadhunik Woodworking Machinery (AWM) in Pune to serve the expanding markets in Maharashtra, Goa and Madhya Pradesh.

AWM will also be channel partners for Pune-based Dreamworld Enterprises for post forming machines. AWM has a state-of-the-art woodworking machines showroom in the Pune-Narhe Industrial Estate, where customers can walk in to see the demonstration of machinery.

AWM will mainly focus on after-sales service to their customers, which is a critical area for furniture manufactures. This is the first showroom in Pune area for woodworking machines. It aims to connect with and serve furniture manufactures in Pune, Ahmednagar, Nashik, Aurangabad, Kolhapur, Satara, Karad, Sangli and Goa.

Another important factor in this new venture is that two women entrepreneurs, Ms. Prajakta Deodhar

and Ms. Anagha Chapalgaonkar, are managing the firm.

India is showing excellent growth rate in construction and services sectors, which are parameters of furniture sector growth. Many interior designers, architects, high-end carpenters and contractors are demanding factory-made furniture to meet increased demand of the kitchen, home and office furniture segments.

Awards for panels research

Two awards, each of £500, are available in 2016 for early career academics and industrialists in the field of wood-based panels. The awards are aimed at helping people develop their careers within the wood panels industry.

Career development could include attending a research conference, participating in a study tour or undertaking some specialist training. The award can be used to cover delegate fees, travel and subsistence costs or contribute to dissemination of research findings to industry.

To find out more information about the Harry Early Memorial Fund, which is sponsored by Kronospan, CRC Chemical Release Company Ltd and The BioComposites Centre, please go to www.bc.bangor.ac.uk for guidance notes and application form.

Since 1989, BioComposites Centre has been in the forefront of research, development and the commercial application of bio-based alternatives to synthetic materials in manufacturing and industry.

Malaysian firms bag Indian orders for furniture

The Malaysia External Trade Development Corporation (Matrade) has issued a press release on its recently organised 'Specialised Marketing Mission' for Malaysian furniture makers to Mumbai. The mission, which involved eight of Malaysia's furniture suppliers, has registered sales of 44 million Malaysian Ringgit (approximately Rs. 70 crore).

The event was organised as part of Matrade's 'Quick win' measures to boost exports of Malaysian furniture products globally, especially to India. The event has also provided Malaysian companies an opportunity to meet with India's largest retailers as well as project owners in the country.

India was identified as a high potential market for furniture as there is a growing middle class and an increasing expendable income, which contributed to a rapid growth in India's furniture retail. In 2014, India was the eighth-largest consumer of furniture and among the top five retail markets in the world.

In the first 10 months of 2015, India's imports of furniture from Malaysia have grown 37.5%. It was the second-largest furniture exporter to India during this period, after China. – ITTO

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Archidply opens plant in Myanmar

In its first overseas venture, the Archidply Group has incorporated a new company, Wartayar Veneer Industries Pvt. Ltd, in Myanmar for the manufacturing of commercial face veneer, core veneer, sawn timber, teak veneer and plywood.

The total capital investment in this project will be around US\$ 2.96 million in two phases: manufacturing of face and core veneers, and the manufacturing of plywood. The commercial production for first phase started in January 2016.

The new facility was created to address the growing market demand of Gurjan face veneer in India, after the banning of the export of Gurjan logs by the government of Myanmar. The new plant covers a total area of 4 acres, which houses the production line, office, canteen, and staff quarters.

Archidply Industries is a leading manufacturer of a variety of plywood, block board and flush doors, pre-laminated board, decorative laminates and veneers. Its manufacturing facilities have state-of-the-art technology and machinery from such renowned manufacturers as Dieffenbacher and Wemhoner from Germany, Steinemann and Kundig from Switzerland.

Its facility in Rudrapur (Uttaranchal), set up in March 2006 at a cost of Rs. 50 crore, manufactures a wide range of plywood, block board, densified film-faced plywood, pre-laminated particle board and decorative laminates. Its total licensed capacity is 78,000 cubic metres per annum of wood panel products.

Another facility in Chintamani (Karnataka) manufactures pre-laminated particle board and decorative veneer. Its products have earned the prestigious BIS Eco-mark, and the company is a member of the Indian Green Building Council.

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Holytek-WoodTech 'dosti' is 15 years old

In the beginning of the 21st century, Indian woodworking industry held divergent views and attitudes, and in many ways was more conservative about its production facilities and processes. To change this situation, Holytek Industrial Corporation from Taiwan and WoodTech Consultants Pvt. Ltd. in India decided to join hands.

Founded in 1989 and 2001 respectively, they relied on the solid expertise from Holytek and the highly skilled professionals from WoodTech, and shared the same values with a quality-oriented approach.

This alliance introduced the most advanced and safe machinery to Indian woodworking industry, including the latest technologies for peak performance.

Over the years, the woodworking machinery industry has been actively involved in new products and new process development, especially in India, where common projects require innovative, quality and competitive machinery.

Both partners are proud to celebrate the 15-year anniversary of their long-standing partnership, re-dedicating themselves to further strengthen their customers' capabilities in the future.

Model house completed in Dalian, China

The Japan Wood Products Export Association completed construction of a Japanese style model house in Dalian, China. The house is two stories post-and-beam wooden unit with floor space of 214.65 square metres.

Construction materials are all Japanese domestic wood of cedar and cypress for not only structural members but also interior finishing, fixtures and furniture. The purpose is to develop demand for such products in China.

Chinese wooden construction standards allow use of Japanese cedar, cypress and larch for structural members; so the sample unit is built under advice and supervision by both Chinese and Japanese experts of wooden structures. – ITTO

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Henkel appoints new CEO

Henkel announced recently that its CEO, Mr. Kasper Rorsted, will leave the company at his own request on April 30, 2016. He served on the Henkel management board for 11 years, 8 years as CEO.

Effective May 1, 2016, Mr. Hans Van Bylen has been appointed as his successor. Hans' career at Henkel

started in 1984 and he has been on the management board since 2005, responsible for the beauty care business.

Hans (54) joined Henkel in 1984, and in his 31 years of management positions, served in Belgium, France, Western Europe, West Africa, North America, Asia-Pacific and Latin America.



SC eases licensing for wood processing

The Supreme Court of India has empowered state-level committees (SLCs) for wood-based industries to take decisions on licensing wood processing enterprises, instead of approaching the Central Empowered Committee (CEC).

This decision was based on recommendations of the state forest

departments. Now SLCs will take care of guidelines and procedure and can take decisions regarding the grant of licenses for the wood-based industries.

In each state and Union territory in which an SLC has not been constituted as yet, an SLC under the chairmanship of the Principal Chief Conservator of Forests with a representative of the Ministry of Environment and Forest and Climate Change (MoEFCC) and an officer

of the state forest department will immediately be constituted.

The MoEFCC is authorised to issue appropriate guidelines in conformation with the orders and directions issued by the Supreme Court along with guidelines relating to assessment of timber availability for wood-based industries and the granting of licenses, including applications for additional processing equipment of new machinery. – *ITTO*

Second-hand machine expo in Valencia

The first international exhibition of refurbished (second-hand machines) (Fimom) and outlet for the woodworking and furniture production is being held at Silla, Valencia (Spain), from 1-6 February, 2016.

According to one of its organisers, Mr. Jose M. Menoyo, there would be 40,000 square metres of exhibition space for the fully reconditioned machinery. The organisers are offering machinery erection, start-up and training;

retrofitting and modernising; and customised financing services.

An added advantage is that visitors to Fimom can also attend the following exhibitions, taking place in the same week, in Valencia: the Fimma-Maderalia (for machines and supplies), the Habitat (for furniture); the Espacio Cocina (for kitchen cabinets); and Cevisama (for baths and tiles).

For details, email mexesp75@hotmail.com, or call +34-607415903, or Skype [jose.manuel.menoyo](https://www.skype.com/people/jose.manuel.menoyo).

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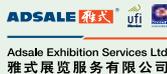


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Furniture rentals is big biz

Ownership is rapidly becoming a thing of the past, and customers are now demanding business models that fit the many different ways they interact with their products. The new rental economy, reports Tech in Asia, a vast world that involves everything from second-hand clothes to furniture.

The one thing that defines the realm of rental start-ups is that they involve things that can be used for a certain period of time for a cheaper cost than owning them. These products can be returned to the owner, who will refurbish and put them back on the market.

Home furnishing in India is a huge

market, with two out of the 15 most heavily funded ecommerce start-ups in 2015 catering to the need. All three work with the conventional segment of ownership, believing that buying things the conventional way will be less popular in the future.

While the rental world shares several qualities with the e-commerce world – inventory, logistics, payments – it comes with a slightly different tinge to it. Firstly, because returns are the norm for these start-ups, they require a different type of inventory.

Furlenco employs a “full stack” model: it houses all of its inventory and distributes

it as need be. So, if a customer decides to return furniture, there must always be space in a warehouse to hold it.

This is opposed to a “marketplace” model, where a piece of furniture is sourced from manufacturers when it is needed. Instead of buying everything at once Flatfurnish, a recently launched home furnishings rental start-up, purchases furniture on monthly instalments from vendors.

Both start-ups have a minimum lease period – Flatfurnish for four months, Furlenco for six – in order to ensure that there is a soft guarantee of a breakeven.

Ligna Conference on ‘Industry 4.0’

Deutsche Messe and the German Woodworking Machinery Association within the VDMA are co-staging the international Ligna Conference at the Robotation Academy in Hannover, Germany, from 3-4 May, 2016. The conference title is ‘Integrated manufacturing in the woodworking industries: The woodworking community on its way to Industry 4.0’.

The conference will not only address the growing importance of new business processes and the sweeping importance of the digital revolution for development, production and distribution, but also offer examples of how companies have embraced the ‘Industry 4.0’ initiative in

Germany and successfully restructured their production processes.

The main content of the Ligna Conference will be presented in keynote talks, best-practice examples, lectures and panel discussions with reference to the furniture industry, the wholesale trade, the automobile and caravan industries, information systems/IT, automation technology, mechanical engineering and science/technology.

Best-practice presentations will take place parallel to the conference, while experts in the various areas will offer their expertise. The conference is expected to attract many attendees from

outside Germany, so simultaneous interpreters will be on hand to translate the proceedings from German into English.

The audience will also be treated to visionary ideas as expressed by the furniture giant Ikea, as presented by its Manager-Industrial Strategies, Mr. Per Berggren.

The conference participation fee is € 249 +VAT. This covers admission to the conference as well as catering and participation in the evening get-together. Online registration begins in February at www.ligna.de/en/con.

Hardy Smith-India ties up with Chinese firm for WPC technology

Hardy Smith-India has announced a business tie-up with China based Qindao Sanyi for wood-polymer composite (WPC) board and profile technology. This is its second international cooperation deal, after Battenfeld of Cincinnati, US.

Hardy Smith has been instrumental in

executing eight turnkey installations in India and one in Africa for WPC sheet and profile lines. Sanyi has more than 200 WPVC foam sheet lines sold in China till date. In India it has already installed 10 lines, including three lines with Hardy Smith.

Sanyi is a highly dedicated player for PVC foam sheet technology. Together with Hardy Smith it intends to establish total technical support for new entrants in India for WPC projects, including material and process knowhow, product development and application and marketing of finished products.

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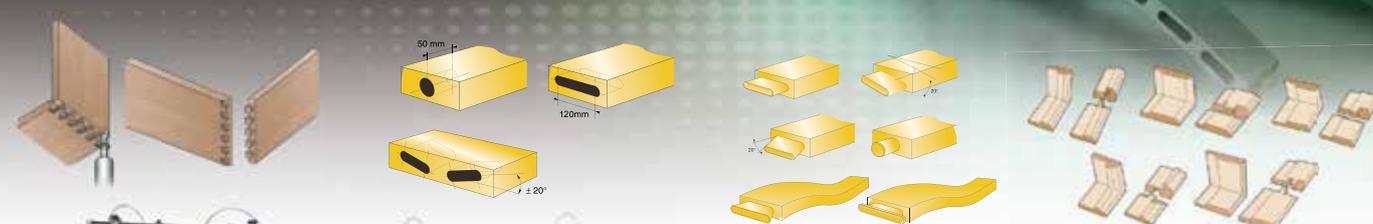
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Make sure that unwanted material is not stored in the vicinity as it can prevent the safe operation of the machine and cause danger to the operator during the normal working cycle.

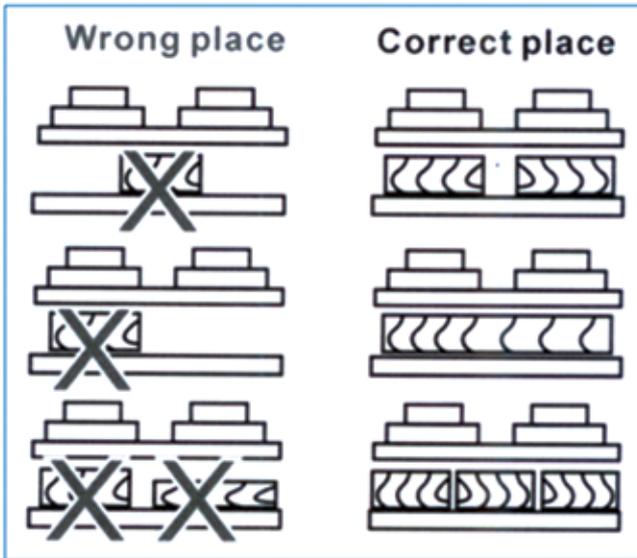
Regular cleaning of the machine and, in particular, the table and guides is an important safety factor, because these can

become obstacles in correct machine movements and damage machine efficiency.

Do not use detergents or lubricants, and make sure the machine is lubricated regularly. Check the electric system safety with the condition of the electric cables. Make sure there are no signs of wear, scraping, etc.

Do not press work pieces that are too large or too small for the machine to handle. Check the clamping of various mechanical components. Check the oil level in the tank weekly, and add if necessary.

Problems	Causes	Remedies
Machine switches off by itself during operation	Power short-circuit or tripping operation	Remedy cause of phase failure
	Too hot to shut down the circuits	Adjust the circuits and put the hot relays reset
Upper table is not balanced	Misplace between balance tooth of rack and lifting gear wheel	Adjust it mesh.
	The screw of oil pump is loose	Tighten it.
Oil leak on any joint	Loose	Tighten it with PTFE tape
Not effect on pressure	Pressure valve or electromagnetic ball is damaged	Change a fitting value
	Oil circuit leakage	Check it.
Motor switch ON but press is not ON or the high noise from oil pump	Oil pump	Replace a new pump.
Pressure gauge into pressure too fast	Hydraulic Control one-way valve or Electromagnetic ball is damaged	Change it.
Oil raw foam	Inlet link leakage	Tighten it or change it.
	Liquid level too low	Feed oil up to level.
	Oil quality wrong	Change oil.
Platen swings while lifting	Trolley of the lifting position eccentric shaft bending	Change the eccentric shaft.
Platen not lifting	The power is shut down	Switch on.
	Problem in power phase	Check & correct it.
	Breaker not connected	Connect it.
	Thermal relay or contactor problem	Check & replace it
	Electromagnetic valve is damaged	Check & replace it
	Pressure gauge problem	Check & replace it
	Intermediate relay is damaged	Check & replace it



Work piece should be evenly placed in the middle of two cylinders with same thickness as shown in the Figure. It is strictly prohibited to place or press work pieces unevenly with uneven thickness, to avoid the machine getting seriously damaged.

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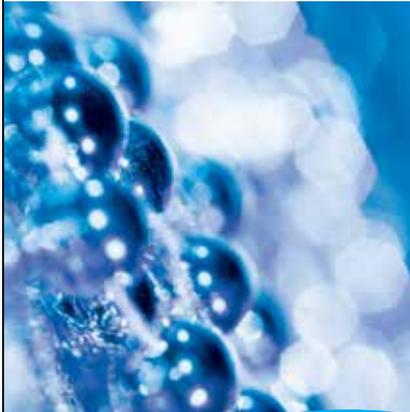
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The company has its own registered brand "Shuyi" for decorative paper, with woodgrain, stonegrain, solid color and Fantasy series. The paper is widely used on the surface of composite board such as plywood, chipboard, MDF and particleboard etc. and also it can be used for the surface of high pressure laminate. The product is nice-looking, environment-friendly and easy cleaning.

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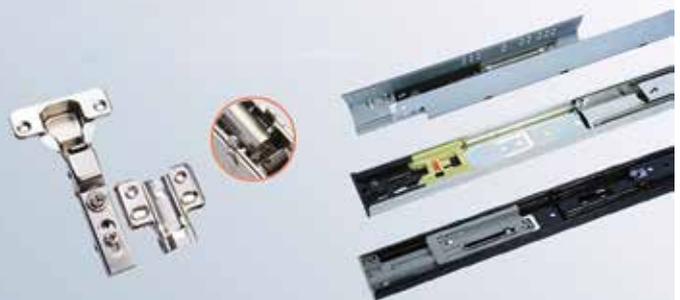


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FOSHAN NANHAI HANTAI DECORATION MATERIAL FACTORY

Company Introduction

Specializing in manufacturing PVC decoration foil and acrylic sheet, Foshan Nanhai Hantai Decoration Material Factory which was established in 2006 occupy more than 10000 square meters land. Our capacity is 2,000,000 meters monthly. We not only have the first-class manufacturing machines but also have skilled employees. Our products are widely applied to kitchen, wardrobe and other furniture, ship, ceiling and so on. Our high gloss metallic, 3D embossed gloss, galvanizes, hologram, Auto painting metallic and acrylic sheet are the state of the art in China. our products are not only widely accepted in China market but also popular overseas including Poland, Australia, Russia, Turkey, Korea, Malaysia, and Taiwan and so on.

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MATERIAL CO., LTD.**

Company introduction

Established in 1993, Jinan Jitong Shun Wah Decoration Material Co., Ltd. (JTSH Decors) has been specialized in HPL surfaces.

JTSH Decors has wide range of designs in wood grains, stones, abstracts, fantasies and high end solid colors. Width is available up to 1330mm.

JTSH has been peculiar in developing specialty designs for customers' value-added scope.

Well recognized for its quality and consistency, JTSH Decors has been working with customers sitting in Korea, Saudi Arabia and Brazil.



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Attn: Benjamin Wang – International Trade Manager
Mob: 0086-13953310689
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E-mail: sales@kmmydecor.com

Website: www.kmmydecor.com

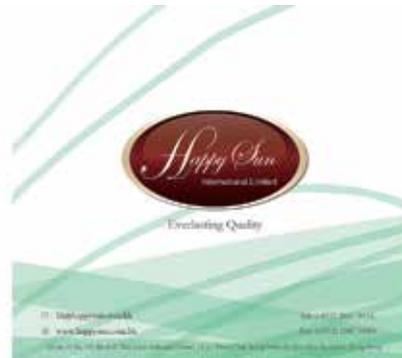


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HANGZHOU LINAN CLEAN PAPER CO.,LTD.**



Decorative Paper

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TEL: +86(571)61081019
FAX: +86(571)61081017
Website: Http://www.clean-paper.com



Company Profile

Subsidiary of Union Group International Co. Ltd founded in 1978 Hong Kong. Specializing in kitchen cabinet and interior design house for and furniture manufacturing. In the beginning of 1990, aims to market overseas are achieved by establishing advanced facilities
Germany / Hongkong production line and acquired ISO management certified factory in Dong Guang, China.

The self-owned ISO-certified factory is equipped with high edge production.
Latest model of German Hoesung is high standard machinery capable of: wrapping, edge bonding, laminating, CNC, high standard machinery, quality assurance.

Professional kitchen and outside furniture production line, excellent craftsmanship and superior quality. OEM and consultants are welcome.

OEM lamination, application of Hoesung laminating, providing a wide range of surface materials Italy and Australia high gloss acrylic / supreme, or German PET tactile wood grain texture. 4 x 8' standard MDF associated with finest sanding, finishing and PUE adhesive technology, attaining rigid and seamlessly broader reflective surface. Accomplished world class standards: high gloss and tactile household furniture.

OEM custom door panel, application of advanced Hoesung technology / edgebonding machine, facilitate with PUR hot glue, accepting bonding 45 - 60% higher than industry standards, its properties are heat, cold and water resistant. MEP exclusively made of Australia Alpinat 33 pine wood (free access to left). Adaptable to our side agent surface materials: Italy Australia high gloss acrylic / supreme or German PET wood grain texture. All products are 100% free lead and environmentally friendly materials.

OEM or custom orders are welcome. Sales of franchise partnership, coordinated branding of exporting in development or inland China market.

Exclusive distributor of Korea (Korea) solid surface, ensure world leading position in branding, environmentally friendly product, superior quality, competitive prices, variety of colors.

Importer of High Gloss Italy, Australia / Supreme and German PET tactile wood grain texture surface materials, properties are heat, cold, moisture and chemical resistant.
Competitive prices and market oriented, standard 4 x 8' MDF panel board, complete with High Gloss, Texture PET, facilitate with Germany / Hongkong professional sanding finish, laminating and PUR adhesive technology, rigidly, broader reflective surface, accomplished world class standard.

Exclusive agent of German furniture sheet "DEUTSCHER PAC" used a brand, importer of 4 x 8' quality laminate and "EMILLEN" P/MMA and ABS edging, superior quality materials, competitive prices, variety and variety of colors.

Linan Fuma Decorative Material Co., Ltd. is a professional manufacturer specialized in decorative paper, is located at a new address the west of Hangzhou, and enjoys convenient transportation, which is 38km away from Hangzhou City, 58km from Xiaoshan Airport. It lies in Banqiao Industrial Development Zone, Lin'an City—a national forest tourism city. Our company covers an area of 20,000 square meters including a building area of 13,000 square meters, and equipped with 6 advanced high-speed gravure printing lines: one automatic printing assembly line with 2200 mm, 4 imprenative lines with the width ranging from 1,250mm to 2,150mm (4' to 7'). Fuma company is capable of producing 5,000 tons decorative paper and 8 million melamine sheets annually, assembles test instrument for testing all kinds of physical & chemical index to guarantee the quality.
 Web : <http://www.fuma-decor.com/>
 ADD:
 Gaowan Industrial Area, Banqiao Town, Lin'an City, Zhejiang Province, China, 311301
 Tel: 0086-571-63786979 Fax: 0086-571-63785900
 Cellphone: 0086-158 2553 9870 Whatsapp +8615825539870
 SKYPE ID : archer0801 QQ ID : 446512615
 Email: hearcher@hotmail.com



临沂美华

LINYI MEIHUA DECORATIVE PAPER CO.,LTD



Linyi Meihua Decorative Paper Co.,Ltd, the leading decorative paper manufacturer in China, with 13 years experience in producing decorative paper for wood-based panels.

We can supply 860~2170 mm width wood grain, stone grain, solid color and fancy style decorative paper. There are more than 400 kinds of designs, and the color of each design is changeable.

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Email : ligenworld@163.com

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ATC DECO LTD is manufacturer who is specialized in decorative film. Our company is located in Foshan city in China. We have been working on decorative film for more than 7 years. After 7 years development, we have developed a full series of products for indoor decoration, they are widely use on furniture, MDF, kitchen cabinet door, plastic panel, ceiling panel and sliding door.

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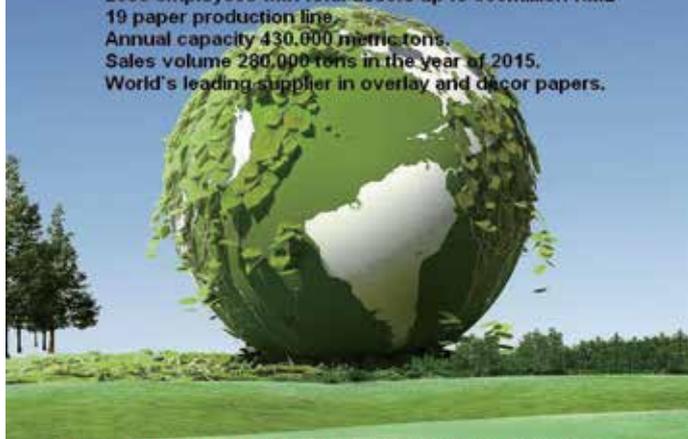


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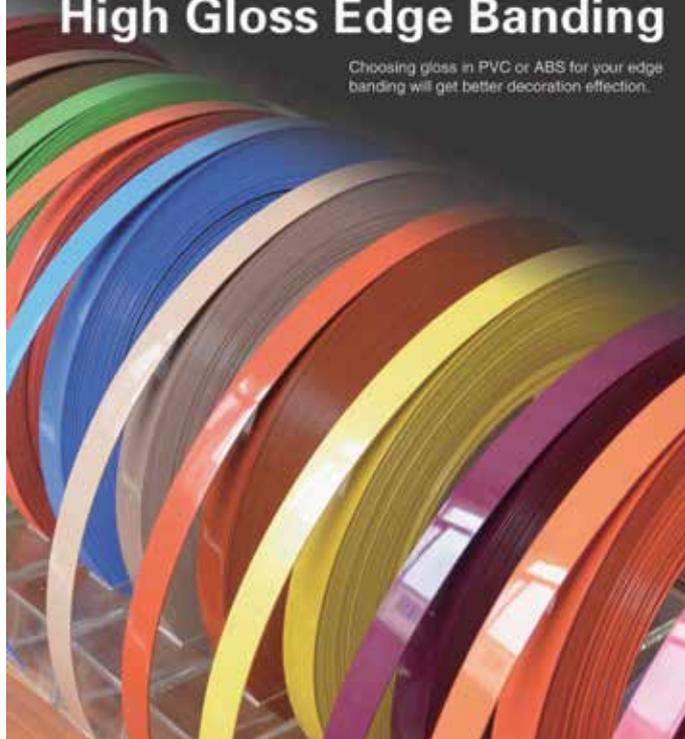


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Linan Tongda Decorative Materials Co., Ltd is an company specialty focus on producing and selling decorative paper materials. Our paper is widely used on flooring, furniture, kitchen door, HPL and MDF ,etc. It is located Lin'an-- the western suburbs of Hangzhou in Zhejiang province of China.

We has three high speed production lines for printing which can create more than 3000 designs.

Insisting on continuous self-improvement, innovation and superior quality, which made a solid foundation for the growth of our company.

We treasure talent people and value different opinions from our customers, sincerely hope to establish long-term and reliable business relationship with you!



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Address: Getuan Industrial Park, Yitang Town, Linyi, Shandong, P.R.China
 Website: www.wooden-veneer.com
 Phone: +86 0539 8550355
 Mail: info@kyveneer.com



FORMORE 丰木

Shandong Formore Wood Co., Ltd is a large-scaled plywood manufacturer, which mainly produces film faced plywood, fancy plywood, and commercial plywood. We have 10 production lines and can meet 100000CBM per year. As a growing exporter, we also expand our business to particle board, block board, MDF, OSB and woodworking machinery.

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 Phone: +86 0539 8550355
 Mail: info@formore-wood.com



WELCOME TO ZHEJIANG DILONG

Zhejiang Dilong New Material Co.,LTD. is public held high and new technology company who is specialized in producing, marketing and R&D of decorative materials .

The location of company be in the west part of Hangzhou City,Zhejiang,China.The Head office of company covers 160,000 square metres. The registered capital is RMB 100.2 million yuan. The total assets are RMB 602 million yuan.

There are 4 branch companies in China, they are:
Langfang Dilong New Material Company Ltd. (Hebei Province)
Chengdu Dilong New Material Company Ltd. (Sichuan Province)
Shangdong Dilong New Material Company Ltd. (Shang Dong Province)
Dilong Yongfu New Material Company Ltd. (Zhejiang Province)

Dilong production as following items:decorative paper,melamine impregnated paper and melamine boards, metal veneer, aluminium plate for decoratin and PVC,our corporation assessed as Zhejiang advanced technique enterprise,Zhejiang medium grade technological enterprise, Hangzhou AA Grade standard enterprise,Hangzhou Patent Demonstration Enterprise,Hangzhou AAA Grade Creditable Enterprise,China AAA Grade Creditable Enterprise, in one word,DILON is a famous brand of China.





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For more details, pls contact Era A.H. at any time.



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Zhongshan Shengtai Metal Goods Co., Ltd. was established in year 2005, located in Zhongshan City, Guangdong Province. At the same time, Onus brand was born. Onus is a furniture hardware accessories expert that providing customers with professional and tailor made hardware accessories by good solution. Founded at the beginning, Onus is committed to expanding the market for global supply.

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Shengda Press Plate

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**LIN'AN ZHONGSHUN
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LIN'AN ZHONGSHUN DECORATIVE MATERIAL CO., LTD is a professional production and operation of the early one of decorative paper enterprises. It is established since year 2008, and through these years development, now has more than 200 employees, four automatic and semi-automatic intaglio printing line, annual production capacity of 5000 tons, today our decorative paper designs and quality are very popular at home and aboard. The mission of our company is to meet the demand of our every customer, moreover, we will always keep up with the latest industry trends.

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LANWAVE DECORATIVE MATERIALS CO.,LTD.

Established in 2009, we are a professional decorative paper manufacturer who is specialized in the research, development and production of Decorative Paper products. We are located in Linan City, Hangzhou, with convenient transportation access. All of our products comply with international quality standards and are greatly appreciated in a variety of markets throughout the world.

Tel : 0086-571-61069127

Mailbox : cnlouishaw@gmail.com



NANYANG DECOR



Lin'an Nanyang Decorative Paper Co., Ltd is specialized in the research and development, produce of high-end decorative printing paper and Melamine liquid melamine paper, which located in Lin'an Linglong Industrial Park, one hour drive from Hangzhou airport, two and half hour drive from Shanghai.

Nanyang Decor invested about 1.5 million U.S.dollar one year in research funding to develop new colors, to create the reputation of this industry:



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Shanghai Rising Sun Press Plate Co., Ltd

Shanghai Rising Sun Press Plate Co., Ltd. is a professional company engaged in the production of stainless steel template, was established January 2002, in Zhujiyajiao Town.

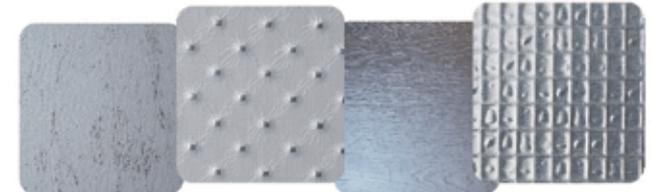
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- OSB production line & Engineered veneer line

Contact Information:
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 Mobile: +8615963926799
 Email: 276105355@qq.com
 Website: www.cnshengyang.com

PVC FILM MANUFACTURER: FOSHAN TEAM VALUE

Foshan Team Value Decorative Materials Co., Ltd, a PVC film manufacturer, which was established in 2007. With advanced techniques, our factory can produce PVC film, PP, PET, PMMA and transfered film. They are mainly applied to speaker boxes, home appliance, furniture, steel door, kitchen cabinet, wardrobe, window frame, ceiling, flooring and other decorative fields. Moreover, it can do UV coating on the surface to provide scratch resisting.



Foshan Team Value Decorative Materials Co., Ltd.

Add: No.9 South Zone, Shizhong, Shishan, Nanhai, Foshan, Guangdong, China, 528225.

Attn: Simon Qiu
 Fax: 0086-75782720130
 Tel: 0086-757-82720780/82720756
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VeneerMall has the functions of information exchange, online display and transaction, and inspection booking. Suppliers can sell their goods to all the world, while buyers can find their goods quickly and inspect in our bonded warehouse via this platform.

V.M Bonded Warehouse has various functions, including bonded warehousing, bonded display, international transit, one-stop Customs clearance and so on. It has an area of nearly 25000 square meters, and has inspecting and grading area. Moreover, professional teams (Members have more than 10-year experience in veneer and bonded logistics industry.) are available to provide onsite inspection, grade, collation, Customs clearance agency and other services to customers.

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DecorApp is a household whole industry chain data integration service platform, including cylinders, raw materials, furniture, etc. For all household industry chain users with intelligent procurement, marketing solutions.





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Company profile

Xiamen Nan Hua Wen Import and Export Co.,Ltd was founded in 2002 by Ms. ICE COOL WIN. We are the exclusive agent of Sanmu. Sansen Machinery in India. The main products of spindle & spindleless veneer lathes and NC.rotary clipper etc. exported to Indonesia, India, Malaysia, Vietnam, Russia, Poland, Serbia and South Africa etc.



We continue to improve our technology and increase our range of products. Since 2007, many breakthroughs have been made in automatic veneer rotary line for small diameter logs, which make the design of main and auxiliary equipments connected in veneer peeling process come true. These also improve timber utilization rate, lower cost process. We also provide project design, machinery manufacture, installation and after sales service for our customers.

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Instruction

Hangzhou Fimo Decorative Material Co.,Ltd, with registered capital of 5 million yuan, is located in Lin An city, Zhejiang Province, China. We are professional manufacturer of printed decorative paper and melamine impregnated paper. With colorful and unique designs, eco-friendly features, decor paper is widely used in the fields of construction or decoration materials like laminate flooring, wood based panel furniture, and high pressure laminates, etc. Fimo plans to invest about 20 million yuan to build a modern enterprise in manufacturing quality decor paper. We shall equip the most advanced rotogravure printing machines, develop high precision cylinders based on natural wood, adopt famous brand specialty base paper and water based printing ink as raw materials. Under the perfect quality management system, it ensures the quality of decor paper, and bring the nature to you.



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Company Name: Hangzhou Fimo Decorative Material Co.,Ltd.

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Venue: Bombay International Exhibition & Conference Centre, Mumbai, India.

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www.paintindia.in

Fimom 01-02 Feb 2016

Venue: Silla, Valencia, Spain

The first international exhibition of refurbished (second-hand machines) and outlet for the woodworking and furniture production is being held over 40,000 square metres of exhibition space for fully reconditioned woodworking machinery.
Email: mexesp75@hotmail.com.

IndiaWood 25-29 Feb 2016

Venue: Bangalore International Exhibition Centre, Bangalore, India

The 9th edition of one of the world's largest trade fair for furniture production technologies, woodworking machinery and tools, fittings and accessories, raw material and products comes at a time when the Indian economy is on the brink of a revival from the government's new and ambitious plans for the future.
www.indiawood.com

FurniPro-Asia 10-12 Mar 2016

Venue: Singapore Expo Convention and Exhibition Centre, Singapore

Going into its third edition, Furni Pro-Asia continues to play a strategic role for exhibitors in the woodworking and furniture production industry by facilitating their development and outreach into highly dynamic ASEAN region. It will be held in-conjunction with International Furniture Fair, Singapore.
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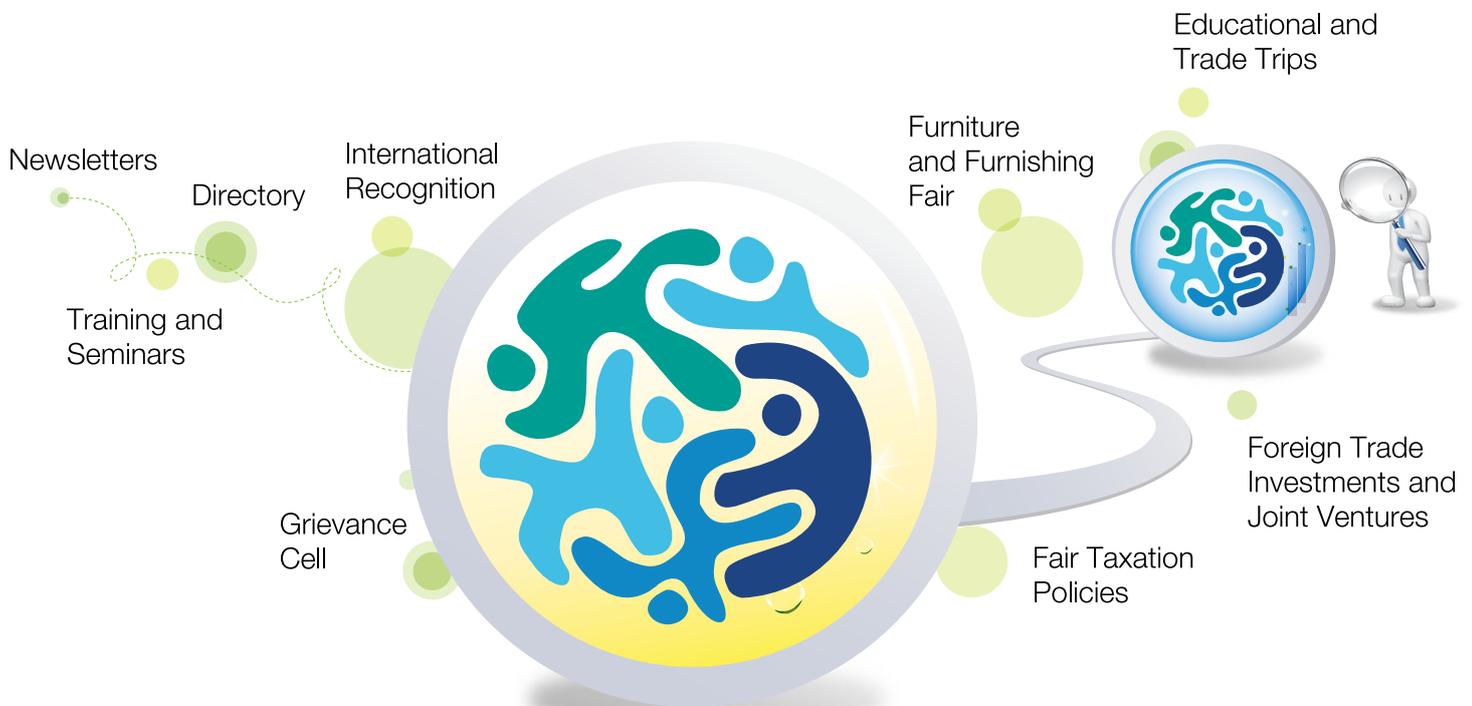


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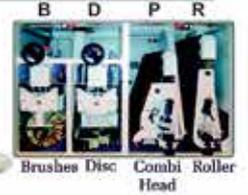


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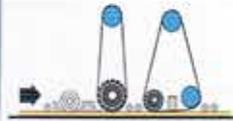
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