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from the federation

FACE TO FACE WITH PRESIDENT JÜRGEN KÖPPEL



“Möbelfertigung” magazine’s Doris Bauer had an in-depth interview with the newly appointed Eumabois President. Several topics were discussed, all very interesting... Here is a summary of the most significant.

möbelfertigung: Mr. Köppel, in the previous term you were Vice President, now you have taken the top position within Eumabois. What’s the key driver for your new role within the federation?

Jürgen Köppel: It’s the opportunity to represent some 850 companies worldwide. Besides that, I can have an influence and get things moving for companies. For instance, there are decisions to be made in Brussels. On a political level, there is quite a lot of academic discussion.

An example is the topic of sustainability at machine level: sometimes decisions are made that definitely sound good, but then they turn out to be very hard to implement. In such cases, it may be sensible to involve as many companies as possible and collect their requirements... Eumabois is perfectly fit for this task.

It is always difficult for companies alone to tackle specific issues. We have a very effective approach to a large number of companies from different national associations in Europe. No matter if it’s about political issues that involve our business or the definition of technical standards.

möbelfertigung: What’s the main reason why you accepted to step up from Vice President to President?

Jürgen Köppel: The main reason for me was that the Vice President standing next to me is an operating figure, and even the rest of the board is comprised of persons who have operating roles in the daily business of their companies. In this way, when it comes to consulting activities and markets, we can offer all our expertise and bring different points of view about various topics.

We have succeeded in covering all board positions with this approach. For instance, since September I have been working very closely with Vice President Luigi De Vito, who is the managing director of SCM Group’s woodworking machinery division.

möbelfertigung: What’s the mission of Eumabois?

Jürgen Köppel: Before I took over the role of Vice President, Eumabois’ activity to me was mainly focused on the international exhibition calendar, as well as on specific exhibitions that the federation promotes to support their growth. In this respect, one of my ambitions was to maximize the effectiveness of this action, in order to improve how the federation presents itself and what it stands for. Apart from exhibition-related activity – which is definitely important – Eumabois is a loudspeaker for its members in several areas, from DIN standards to customs regulations.

GENERAL SECRETARIAT

Centro Direzionale Milanofiori
1a Strada - Palazzo F3
I-20090 Assago (Milano)
info@eumabois.com
www.eumabois.com

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möbelfertigung: What's the most important task of the federation, in your opinion?

Jürgen Köppel: Definitely, consulting for its members. That's why I cannot understand why sometimes smaller companies say: "This association is not for me." Exactly those companies often don't have the resources to carry out expensive analysis and surveys, whereas the community of an association can do that and actually does.

In my position at Homag Group, for instance, I turned to the German association VDMA to get reliable information about a specific market. And even for the association it was difficult to make resources available to collect such market information. Imagine a small manufacturer considering the possibility to produce in China in order to increase its competitiveness: where can they get industry-specific market information other than from their national association or Eumabois?

möbelfertigung: Is there anything you would like to change?

Jürgen Köppel: We always have ideas to improve things, building on very solid foundations. For instance, an important task of the association is to collect useful information, such as import and export figures, revenues and similar data. These figures are generated by the associations of each country and flow into a common data platform at Eumabois, so that we can have a clear picture at the end. Statistic structures are partially outdated, as machines have changed a lot, for instance. In this case it would be useful to update the classification.

Of course we have identified a few key activities, which we formulated last November so that we can bring them forward together.

The awareness and knowledge of external events is one example. I like to make a comparison with the European Union: why has "Brexit" happened? Because, in the end, there was little discussion about the positive sides of the European community, while the negative aspects became more and more visible. In this respect, we want to carry out a stronger marketing action. For instance, we must inform that an exhibition has increased area prices by 10 Euro per square meter, instead of 50, as a result of fruitful discussion with Eumabois. It is necessary to promote our positive action to the public.

Another topic on our agenda, for instance, is the Code of Conduct. In some member associations such rules were introduced long ago, but not in others. We want to identify the core concepts centrally, to be used then by our member associations.

möbelfertigung: Are you getting additional benefits from your exhibition activity?

Jürgen Köppel: There are basically two key benefits, both for exhibitors. On one side, single companies from national associations can participate in collective booths and do not need to organize their participation completely on their own.

Also the member associations do not need to set up a small booth on their own, instead they can show up more attractively as association under the umbrella of Eumabois. We are developing and expanding these options and we believe they will be appreciated. This strategy would also provide each company with an attractive "remote" point of contact at the Eumabois collective booth. Active companies recognize each other and are happy to exchange views and opinions in foreign markets.

We want to expand this type of initiatives in the future: at "Ligna" 2015, Eumabois promoted the creation of a real "federation marketplace" where exhibitors and visitors could meet. We want to apply this concept to other exhibitions.

möbelfertigung: Which part of the association's work at European level do you value most?

Jürgen Köppel: We have to be aware of our role in the global scenario. There is hardly any other region in the world that can set standards. If you consider a Big Europe with a strong expansion to East, this will generate not only trends, but also standards. And such an agile federation will bring benefits also to smaller businesses, as someone will also listen to them, and not just to the big brands. We must keep this concept very clear in our mind. With such a forward-looking concept, business will become certainly much better.

WORLD EXHIBITIONS NETWORK 2017

The General Assembly approved the **exhibition calendar for 2017**, including all the events that will be sponsored by Eumabois, the European Federation of woodworking technology, tools and accessories manufacturers. Exhibitions are one of the key topics on the federation's agenda. Constantly committed to limiting the proliferation of events that only cause a waste of resources for companies, the organization selects and supports **exhibitions that guarantee specific standards** to exhibitors and visitors, representing an effective and tangible reference in the respective world region.

EXPOPROMUEBLE	Mexico City - Mexico	18/21 January
DELHIWOOD	New Delhi - India	1/4 March
WOODSHOW	Dubai - UAE	7/9 March
LIGNA	Hanover - Germany	22/26 May
FITECMA	Buenos Aires - Argentina	13/17 June
WOOD AND BIOENERGY	Jyvaskyla - Finland	6/8 September
DREMA	Poznan - Poland	12/15 September
LISDEREVMASH	Kiev - Ukraine	26/29 September
IFMAC	Jakarta - Indonesia	27/30 September
WOOD PROCESSING MACHINERY	Istanbul - Turkey	14/18 October
THE 12th VIETNAM INTERNATIONAL WOODWORKING INDUSTRY FAIR -VIETNAMWOOD	Ho Chi Minh City - Vietnam	18/21 October
WOOD-TEC	Brno - Czech Republic	31 October/ 3 November
WOODEX	Moscow - Russia	14/17 November

from the supported exhibitions

WOOD 2017
BIOENERGY
JYVÄSKYLÄ, FINLAND 6.-8.9.2017

**TRADITIONAL WOOD EXHIBITION IN
JYVASKYLA, FINLAND
IN SEPTEMBER 2017**

The leading event of wood industry in Finland brings together all leading practitioners **6.-8.9.2017**. This is the event in Finland covering the whole value chain of the wood industry. Here the whole wood sector from the stump to the table leg is included.

"The exhibitors benefit because all the buyers of the sector will be at the same place at the same time. The visitors, on the other hand, will at once get an overall insight into the new machinery and services available", **states Mr. Jyri Siekkinen**, Sales Director and Exhibition Manager of Wood Exhibition.

The **Wood and Bioenergy** exhibition in **Jyväskylä** has had the Eumabois-status since 2001. **"The establishment of Wood and Bioenergy in Jyväskylä perfectly fits into the Eumabois strategy** to provide European and global technology suppliers for wood and wood-based materials with a reasonable, consistent calendar of exhibitions, including significant events, properly organized, reflecting the real needs of their reference market", **said Mr. Köppel**, the president of the European Federation of Woodworking Machinery Manufacturers, two years ago and promised always their full support in co-operation.

For more information:

Sales Director, Mr. Jyri Siekkinen, Jyväskylä Fair Ltd., tel. +358 14 334 0029, jyri.siekkinen@jklmessut.fi

LISDEREVMASH 2017: SUSTAINING THE ACHIEVEMENTS

On **September 26-29**, for the sixteenth time in its history **LISDEREVMASH** exhibition will gather all the leading equipment suppliers and manufacturers of the **Ukrainian woodworking market**. Last year the event showed a significant increase of all key figures and is expected to keep this scale, as seen from the space booking campaign so far.

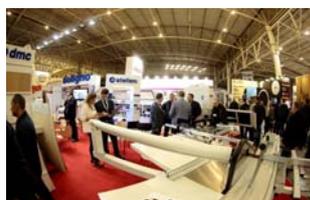
LISDEREVMASH is sought to be **the leading event of the Ukrainian woodworking market**, owing to both – its wide thematic sections politics and the good representation of international brands. It serves as the best platform to get acquainted with the latest developments from all over the world. As **LISDEREVMASH** is usually held just a few months after the biggest European exhibitions, most of the equipment suppliers and local representatives of the world known brands strive to show their novelties here. Therefore **LISDEREVMASH** becomes the fastest track to Ukraine for the main up-to-date innovations.

This, at the same time, stays the reason of the high attendance of **LISDEREVMASH**. **In 2016, nearly 8,800 industry experts from all over Ukraine and CIS countries came to visit the event.** And, what is more, **LISDEREVMASH** is not only about looking but about purchasing equipment.

In 2016 **LISDEREVMASH demonstrated a successful recovery after the drop in the Ukraine's economy in general.** Woodworking market showed a noticeable growth of business activity. And **LISDEREVMASH**, as its essential part, demonstrated a significant increase in all key figures. Particularly, the number of exhibitors grew by 48% and the exhibition space was 46% larger, as compared to previous years.

It is worth to mention that a few factors give impetus to the rise of the Ukraine's woodworking industry today. First of all, a ban on an export of solid wood has fully come into force and now causes the need for technical upgrading of local forest districts and wood product manufacturers. Along with that, the idea of the switch from gas to renewable energy sources is highly supported by the government, including financing programs.

Owing to its saturated and diverse exposition **LISDEREVMASH gives a solution for the complete production cycle in wood processing.** Four thematic sections of **LISDEREVMASH** cover such categories as machines and equipment for harvesting, primary and secondary wood processing, furniture production technologies, materials and tools, waste wood recycling, as well as solid biofuel heat generators.



For more information:
www.lisderevmash.ua/en

BIGGER INTERNATIONAL PARTICIPATION, MORE COMPETITIVE SOURCING OF QUALITY TECHNOLOGIES EXPECTED AT IFMAC & WOODMAC 2017



The 6th
International
Furniture
Manufacturing
Components
Exhibition



The 6th
International
Woodworking
Machinery
Exhibition

With less than 5 months to go before the 6th edition of **IFMAC & WOODMAC** - Indonesia's leading international events for the furniture manufacturing components and woodworking machinery sectors, **organizer PT Wahana Kemalaniaga Makmur (WAKENI) has earmarked a sold-out exhibition.** With more than 50% of floor space taken up by overseas companies and their local representatives, the exhibitions will welcome new foreign companies as well as repeated participation from previous international exhibiting companies. Set for a 4-days staging from the **27 to 30 September 2017** at the Jakarta International Expo Kemayoran - Indonesia, the exhibitions are expecting a crowd of **12,000 domestic professional visitors and overseas trade buyers.**

The list of leading exhibiting companies at **IFMAC & WOODMAC 2017** are those who have participated successfully at previous editions and will return with **larger booth spaces to accommodate more machinery display.** These include Plantation Resources Enterprise from Singapore, APP Timber from Indonesia, Ekamant from Indonesia, TECE from Turkey to name a few. New companies that are coming on-board the exhibitions for the first time are Pollmeier Massivholz from Germany, Sherwin-Williams from Malaysia, Richard Pieris Natural Foams Limited from Sri Lanka, Inkote from Indonesia. **Indonesia's biggest distributors such as FELDER, BIESSE, Sinar Masindo and other home-grown machine manufacturers and solution providers are also expected to provide a competitive presence at the exhibitions this year.**

Quality investments to increase production growth

Driven by robust export demands, industrial production in Indonesia's furniture industries have recorded high increase and profit gains over the past few years and is expected to grow stronger in 2017 and beyond. Mrs Rini Sumardi, Director of PT WAKENI observed that, **"over the last few editions, the exhibitions have been expanding and exhibitors have recorded quality sales from their participation.** This shows that the local businesses are procuring more machines to increase their production as well as to better systemize their manufacturing systems." As the central sourcing and procurement event for the furniture production industry, **IFMAC & WOODMAC** together presents a comprehensive product range of the latest technologies for wood processing and furniture production.

Eumabois, the European Association of Woodworking Machinery Manufacturers has exclusively endorsed the **IFMAC & WOODMAC** with confidence on the exhibition's ability in promoting trade exchange and spurring valuable businesses between European and Indonesian industry players. Commenting on the supply and demand opportunities of European woodworking machinery in Indonesia, Eumabois' representative said that, "at the moment the European woodworking industry export approximately 8 million Euro of machinery to Indonesia. But with a population of more than 250 million of persons and a GDP growth by 5%, we are sure we can consider Indonesia as one of the markets of the future." **IFMAC & WOODMAC** is also hugely supported by the Indonesian Furniture and Craft Industry Association (HIMKI) who proactively encourages industry growth via innovation and creativity in manufacturing systems amongst national furniture and handicraft producers. As highlighted by Mr. Abdul Sobur, Vice-Chairman of HIMKI shared that, **"IFMAC & WOODMAC play an important role in bringing in technologies so as to produce superior products with optimum added value and (so that Indonesia can) be a market leader in the global market.** HIMKI also continuously strives for this industry to continuously experience positive growth."

Sales-focus benefits for exhibitors

IFMAC & WOODMAC's strong exhibit profile covers CNC, cutting machineries, woodworking tools and components, raw materials and solutions for interior works, adhesives, abrasive, paint, coatings and fitting needs. With the addition of the new special showcase of 'Excellent Used Machinery', this year's **IFMAC & WOODMAC 2017 is expected to attract wider range of trade buyers with different sourcing needs**. The new exhibit category has been added to cater to high demand for used machinery from top manufacturer brands. The showcase will include used machines that are still in top working condition and are able to operate with optimal production efficiency, therefore making it a high-value investment for small or medium-size local furniture and woodworking businesses. According to Mrs Rini Sumardi also, "Indonesia's furniture industry is moving at a fast and competitive rate where both big and medium-size manufacturers are prudently investing in higher grade technologies. The 'Excellent Used Machinery' segment will provide a wider selection for businesses to choose machines based on their operational needs and still benefit from using a top quality equipment at a lower cost." This year, **IFMAC & WOODMAC 2017** will also in conjunction with a new exhibition, Kitchen + Bathroom Indonesia to be held alongside at the same venue. Exhibiting companies especially those from the fittings segments such as Titus and Tresno Baut Jaya will benefit from this exhibition growth. For more information on the exhibition and to join as an exhibitor, contact our team at ifmac@wakeni.com

About the Organizer

PT. Wahana Kemaleniaga Makmur (WAKENI) is an Indonesian exhibition organizer that committed to the primary cause of promoting trade in Indonesia. Incorporated in 1991 with a scope of business covering automotive aftermarket, plastics and rubber, packaging and printing, metallurgy technology, furniture component, accessories and hardware, WAKENI has grown from strength to strength with trade shows not only staged in Jakarta and other major trading places in Indonesia but also overseas. **WAKENI offers more than 20 years' experience in delivering world-class events in Indonesia, providing local, regional and international exhibitors with unmatched expertise and in-depth market knowledge.** Some of the track record of exhibition is INDOPLAS, INDOPACK, INDOPRINT, INDOMETAL, INDONESIA HARDWARE SHOW, INDOFASTENER and many more. Please visit www.wakeni.com for more information about the company and the event.

WOOD PROCESSING MACHINERY FAIR

Latest trends, brand new products, most innovative perspectives and always the same will to present the best solutions for decades



Wood Processing Machinery; International Wood Processing machines, Cutting Tools and Hand Tools Fair has been maintaining its privileged and irreplaceable position for 29 years with an escalating success rate and enhanced customer loyalty year by year. As the prime trade hub and supply center, **Wood Processing Machinery plays a distinctive role with Intermob in terms of corresponding the needs of the entire Turkish Wood Processing and Furniture Industries with respect to their extensive scope.** Strengthened by the alliance of two global corporations; Reed Exhibitions and Tuyap, Wood Processing Machinery is even more promising in terms of creating new business opportunities, matching correct business partners and providing the most feasible business solutions for both visitors and exhibitors.

Not only the Turkish Companies, but also various prestigious establishments throughout the Eurasia Region favor WPM as the unparalleled meeting point of the industry. **A vast number of exhibitors and visitors from fast growing markets** such as Middle East, North Africa, Balkans and CIS prefer **Wood Processing Machinery** Fair undoubtedly for many years in order to reach the right contacts for accurate and fruitful business relations. Furthermore, **numerous industry professionals from many diversified geographies** such as Far East, Western Europe, North and South America; keep Wood Processing Machinery Fair in their agenda as the unique place for entering emerging markets. That is why, numerous corporations from those regions exhibit Wood Processing Machinery.

Wood Processing Machinery; International Wood Processing Machines, Cutting Tools and Hand Tools Fair **will be held for 30th time with Intermob**; International Furniture Side Industry, Accessories, Forestry Products and Wood Technology fair concurrently on **October 14-18, 2017** at Tüyap Fair Convention and Congress Center.

LESDREVMASH 2018 TO SHOW THE LATEST ACHIEVEMENTS IN LOGGING, WOODWORKING AND FURNITURE INDUSTRIES

17th International Exhibition for Machinery, Equipment and Technology for Logging, Woodworking and Furniture Industries is Russia's key event in the timber industry that hits the world top five industry trade shows. **Lesdrevmash** will be traditionally held in Moscow at Expocentre Fairgrounds in **October 22-25**.

Lesdrevmash is organized by Expocentre, the Union of Timber Manufacturers and Exporters of Russia and supported by the Russian Ministry of Industry and Trade, EUMABOIS - the European Federation of Woodworking Machinery Manufacturers

Official partner: Centrlsexpo

Auspices of the Russian Chamber of Commerce and Industry

2016 Figures:

Exhibition area: over **41,000** sq m

Exhibitors: **423** companies from **28** countries.

Total attendance: **10,038** industry experts

International pavilions: China, Finland, France, Germany, Japan, Italy, Russia, Spain

International and Russian companies that took part in 2016: Biesse, SCM, Cefla, Wagner, Griggio, Freud, Koimpex, Imal, Coima, Homag, Weing, Siempelkamp, Ima, Imawell, Hartmann, Dieffenbacher, Sandvik, Wintersteiger, Felder, Ledinek, Polytechnik, Camozzi, Komatsu, Palfinger, Ponsse, Amitec Corporation, Eno Sangyo Co., Ltd., KAMI, Intervesp, MDM-Techno, Liga, Lidtech, LTT, Cronex, CFT Group, Avtomatika-Vektor, Bakaut, Termit, Tigroup, Atlasmash, Proletarskaya Svoboda, Borovichi Plant of Woodworking Machinery, Belgorod Abrasive Plant, Maykop Engineering Plant, Taiga Group, etc.

One of the 2016 show highlights was the first Japanese pavilion was organized by the Japan Woodworking Machinery Association and supported by the Ministry of Economy, Trade and Industry of Japan. The participants were 17 leading machinery manufacturers and suppliers of technologies for woodworking industry among them Fuji, Hirota Corporation, Kanefusa Corporation, Kikukawa Enterprise, Kitagawa Engineering, OI Seisakusho, Suzuko, Yamamoto Vinita and others.

The 8th Forest and Man International Forum devoted to investment climate in Russia, environmental aspects of timber industry development, forest law enforcement and governance, forestry machine building development, science and education development trends in the timber industry and other relevant issues. The forum featured about 20 events.

To know more about Lesdrevmash go to www.lesdrevmash-expo.ru

Lesdrevmash is known to be the indicator of the industry development, its key challenges and achievements. In 2018 organizers plan to bring even more countries, participants, business leads and interesting conferences to Lesdrevmash.

Participant feedback is considered to be the reflection of the exhibition. Here are some of the reviews:

Tsuyoshi Iwaida, representative of the Ministry of Economy, Trade and Industry of Japan

"Many Japanese companies have known the Lesdrevmash exhibition for many years and already participated in it before. But this year for the first time we decided to bring together all the companies manufacturing equipment for each step of woodworking process in one Japanese pavilion. As a result, our pavilion features 17 Japanese companies. We're very glad to be here at this major trade show. We hope participation in **Lesdrevmash** 2016 will have a considerable and positive influence on promotion of our products".

Maria Danilina, PR Specialist, SCM Group (Italy)

"We've worked in Russia since 2005 and since then we've participated in **Lesdrevmash**. My impression of the trade show is positive: we've met a lot of our regular customers and new ones who show interest in our products. As to woodworking the trade show is good; all leading companies are presented. Loggers like us are not numerous, that's why I can see some potential for the trade show growth in this area".

Yuri Galkin, representative of PONSSE (Finland)

"We've participated in **Lesdrevmash** for about 20 years. It's the main trade show for us and we prepare for it very carefully. The trade show is the place where we can discuss current issues and problems with our customers and outline the collaborative strategy. Lesdrevmash is the platform which allows doing it all because it covers the whole industry. It's the main advantage of the trade show, in my opinion. This year the visitors are rather active".