



Newsletter n. 13

In brief

WORLD EXHIBITIONS NETWORK 2016	2
SVDSZ - CZECH REPUBLIC	3
AIMSAD - TURKEY	5
XYLEXPO 2016	7
LIGNUMEXPO 2016	8
LISDEREVMASH 2016	9
INTERVIEW WITH ERICH ZELLER	10
LESDREVMASH 2016	12
EXPOBOIS 2016	13
FITECMA 2017	15
VIETNAMWOOD 2017	16
WOODEX 2017	17

from the federation

EUMABOIS AT XYLEXPO 2016

Xylexpo was held from **24 to 28 May 2016** in Milan at the fieramilano expo center. It was a major event for industry professionals in the woodworking technology business. For the first time in Italy, Eumabois decided to organize a **collective area** in collaboration with fieramilano for the exhibitions supported by the Federation.

The initiative was very helpful for all the organizers involved, who could distribute their promotion brochures inside the area. The meeting area hosted several meetings and visitors could find all information and materials about the most important international exhibitions at one stand.

Once again, the **Eumabois collective area** has proved to be an effective marketing tool for the European association, that will implement similar initiatives in the future, for sure at Ligna 2017, but possibly also in other locations in the medium term.



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

June 2016

WORLD EXHIBITIONS NETWORK 2016

The General Assembly approved the **exhibition calendar for 2016**, 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	20/23 January
INDIAWOOD	Bangalore - India	25/29 February
HOLZ-HANDWERK	Nuremberg - Germany	16/19 March
WOODSHOW	Dubai - UAE	4/6 April
XYLEXPO	Milan - Italy	24/28 May
WMF	Beijing - China	1/4 June
FORMOBILE	Sao Paulo - Brasil	26/29 July
DREMA	Poznan - Poland	13/16 September
LIGNUMEXPO	Nitra - Slovak Republic	27/30 September
LISDEREVMASH	Kiev - Ukraine	27/30 September
IFMAC	Jakarta - Indonesia	28/30 September
W16 - WORKING WITH WOOD	Birmingham - Great Britain	2/5 October
HOLZ BASEL	Basel - Switzerland	11/15 October
WOOD PROCESSING MACHINERY	Istanbul- Turkey	22/26 October
LESDREVMASH	Moscow - Russia	24/27 October
EXPOBOIS	Paris - France	22/25 November

Svdsz - Czech Republic



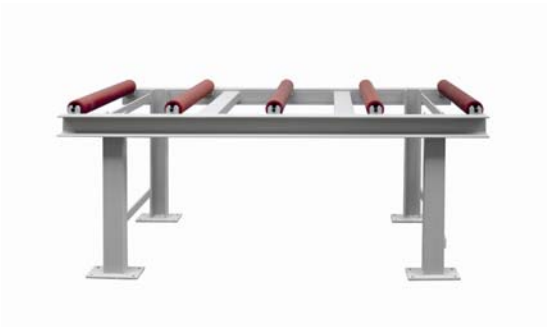
**Czech Woodworking Machinery
Manufacturers Association**

can offer to customers new assortment of conveyors
through its member company

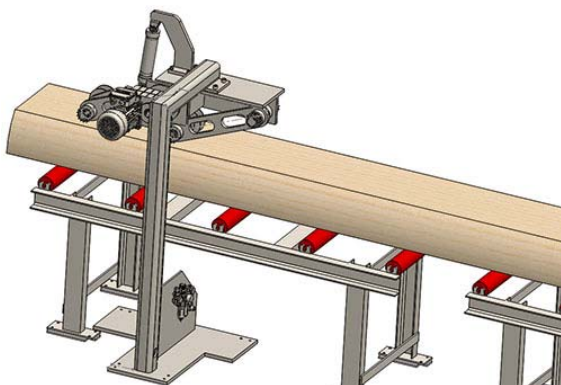


Conveyors type DWS has been developed for suitable use to rip saws
or other woodworking machines.

Manipulation systems DWS from simple input-output conveyors
to complete centering, transversal and output takeout systems.

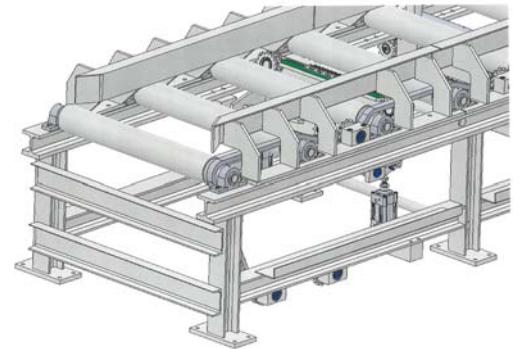
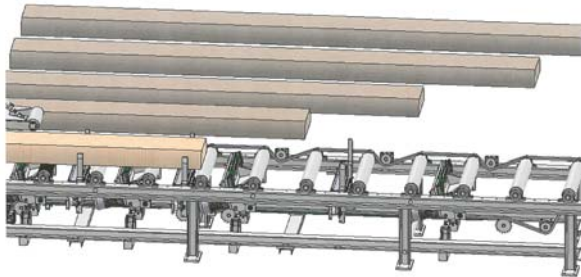


DWS 1

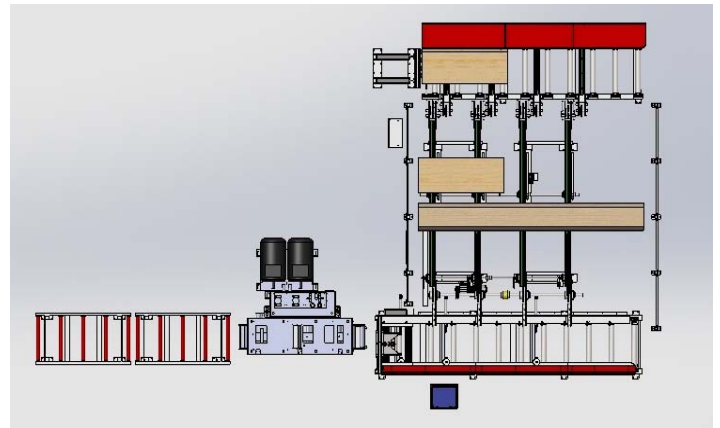
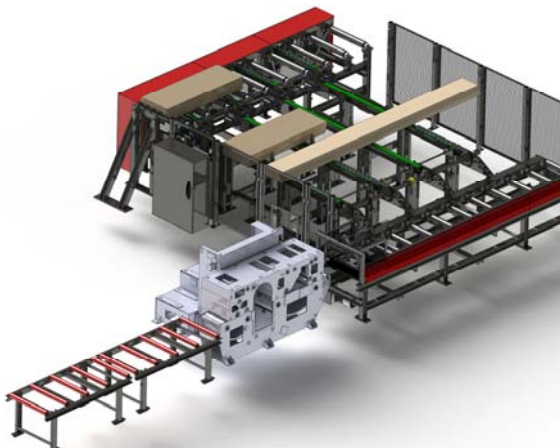


DWS 2





DWS 3



conveyors with rip saws



Woodworking Fairs presentation 2015
CZ-WOODTEC - Brno and PL-Drema Poznań

Aimsad - Turkey



TURKISH WOODWORKING MACHINERY MIRROR COMMITTEE FOR STANDARDISATION IS ESTABLISHED

AIMSAD led the establishment of the Woodworking Machinery Mirror Committee in the presence of Turkish Standards Institute (TSE) and currently presides over this Committee. AIMSAD founded this Committee in cooperation with Istanbul University, Faculty of Forestry and Turkish Machinery Manufacturers Association (MIB). In this regard, since 1 February 2016, Turkey started to express opinions about all the standards at the EU and global level drafted for the woodworking machinery sector. In this context, the Woodworking Machinery Mirror Committee (known as MTC 161) particularly follows up the developments in "CEN / TC 142 Woodworking Machines - Safety" and "ISO / TC 39 / SC 4 – Woodworking Machines" Committees.



MAKFED

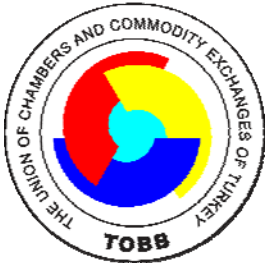
Turkish Machinery Federation

AIMSAD BECAME AN OBSERVER MEMBER OF THE TURKISH MACHINERY FEDERATION

AIMSAD became a member of Turkish Machinery Federation (MAKFED) with observer status on 22 February 2016. Since there is a 3 years establishment prerequisite clause for full membership, AIMSAD will follow the meetings and contribute to MAKFED as an observer member until June 2017 and then will apply for full membership.

MAKFED held its first two meetings at the Secretariat General level on 15 March and 3 May 2016 in Ankara. During the meetings, 16 member associations and AIMSAD discussed on MAKFED's working procedures, code of conduct, current and future projects, common and hot sectorial topics, problems of the sector and potential solutions as well as partnerships and strategic national & international cooperation.

The next meeting of MAKFED will be realised on 21 May 2016 as a detailed workshop and it will be hosted by AIMSAD at its headquarters in Istanbul. Following this meeting, MAKFED plans to take more concrete steps in the fields jointly determined.



AIMSAD BECAME A MEMBER OF TOBB MACHINERY AND EQUIPMENT MANUFACTURING SECTORIAL ASSEMBLY

AIMSAD became a member of the Union of Chambers and Commodity Exchanges of Turkey (TOBB), Machinery and Equipment Manufacturing Sectorial Assembly by the end of March 2016. First meeting of the Assembly in 2016 is held on 8 April 2016 in Ankara at TOBB Headquarters.

Getting strengthened by its new members, the Assembly has chosen SAMSUN MAKINA Sanayi Inc. Chairman Mr. Kutlu KARAVELIOGLU as the President and ERKUNT TRAKTOR Sanayii Inc. General Manager Ms. Zeynep ERKUNT ARMAGAN as the Vice President of the Assembly.

Aimsad - Turkey

AIMSAD CONTINUES TO PARTICIPATE IN INTERNATIONAL SHOWS AT FULL STREAM

For **AIMSAD**, this year is marked by the participation in several international shows. Starting with the WOODDEX Show in Iran on 31 January-3 February 2016; AIMSAD participated in Dubai WOODSHOW in the United Arab Emirates on 4-6 April 2016 and also plans respectively to participate in XYLEXPO Show in Italy on 24-28 May 2016 and in IWF Show on 24-27 August 2016 in the United States.



AIMSAD INVITES EUMABOIS ASSOCIATIONS AND THEIR MEMBERS TO THE WOODWORKING SHOW IN ISTANBUL

In the context of the Agreement signed with REED TUYAP Fairs Inc., AIMSAD supports "**International Wood Working Machinery, Cutting Tools, Hand Tools Show**" also known as the "**Wood Processing Machinery Show**" organized at TUYAP Buyukcekmece Fair and Congress Center every year. This year, 29th edition of the show will be realized on **22 – 26 October 2016** and AIMSAD invites all EUMABOIS members and their member companies either to participate in or visit the show.

from the supported exhibitions



THANKS TO ALL VISITORS OF XYLEXPO 2016

We thank the operators who visited Xylexpo 2016 providing, with all exhibitors, a fundamental contribution to the definite recovery of the event.

The numbers are more than indicative: the XXV edition, recently concluded, has counted **17,415 professional trade visitors**, **14.2 percent** more compared to the event of two years ago, for a total of **41,000 entries** in the five-day event.

Excellent result for arrivals from abroad, almost one-third of the total, marking an increase of **9.3 percent** on 2014. Even better Italy: professionals arrived at fieramilano-Rho fairgrounds from throughout the "Boot" has grown by **16.3 percent**.

WATCH THE VIRTUAL TOUR OF XYLEXPO 2016

Xylexpo continues even after the end of the show. On the home page of the website xylexpo.com it is available for all users, the **virtual tour of the event**. One more tool, both for those who could not be present at the show, for those who want to review the salient aspects.

The product completes a range of **innovative web tools** that Xylexpo staff introduced in 2016 to provide more services in line with the most demanding expectations.

[GO TO THE VIRTUAL TOUR](#)

A "SOCIAL" FAIR

Xylexpo proves to be a **social fair**. Through the **"Smart Catalog"**, the tool that collects Social sources on the web, it is possible to show videos and multimedia content of 148 exhibitors.

An interesting information asset for all those who want to continue surfing on xylexpo.com site also in the coming weeks.

[GO TO THE SMART CATALOGUE](#)

For more information: www.xylexpo.com

LIGNUMEXPO 2016



Slovakia's largest trade fair of technology, tools, equipment and materials for the wood industry and forestry – a simple description of the 20th International Trade Fair Lignumexpo-Les, which will be held on **September 27 – September 30, 2016** in the **Agrokomplex Nitra Exhibition Center**. This event is held every two years and is included in the EUMABOIS calendar of world events with this focus.

When compared with the previous years, the year 2016 is special for Lignumexpo. The successful 19th exhibition provided space for **174 exhibitors** from the Slovak Republic, Czech Republic, Austria, Germany, Italy, Poland and Hungary, who presented their exhibits on an **area of 12,000 m²**. The fair was attended by **8230 visitors**.

The professional and general public can enjoy seminars and conferences focused on the situation in the Slovak wood and furniture industry, innovations in the area of finishing technology in the wood and furniture industry using robots, technology for manual hand-held spray-paint finishing, as well as protective elements in the paint shops, filters, and devices for air and water purification.

The **Lignumexpo** fair will include a **rich accompanying program**, bringing new knowledge on the development of forestry and modernisation of timber and furniture industry. All the events during the fair are held directly in the Exhibition Center and they can be attended by all visitors for no extra charge.

The Agrokomplex Nitra Exhibition Center will be open **from September 27 to September 29 daily** from 9:00 AM to 5:00 PM and on Friday, September 30 from 9:00 AM to 3:00 PM.

For more information: www.agrokomplex.sk

LISDEREVMASH - THE MAIN TECHNOLOGY TRADE FAIR IN UKRAINE

As of today Ukraine ranks No.8 in Europe in terms of forest area – woodland covers 16 percent of the country's territory, and forest yield increases by 40 million cubic meters annually. **Ukraine's woodworking industry gives job to about 10 thousand companies**, and another 300 economies are engaged in timber harvesting. Each year, over 17 million cubic meters of timber are harvested here, and only a small part is being processed.

Observing such a high growth potential, Ukraine does its best to recycle domestically as much wood as possible. And when it comes to choosing the best equipment, **LISDEREVMASH** trade fair becomes the best platform for that. Every year, the major Ukrainian premieres in the field of technologies for woodworking and furniture production are held here. Both Ukrainian and foreign industry specialists know **LISDEREVMASH** as the main Ukrainian platform for business communication and product promotion.

In 2016, **LISDEREVMASH** will be held from **27 to 30 September in Kiev (Ukraine)**.

This event earned its popularity owing to saturated exposition. World's most popular brands demonstrate here the widest range of equipment in four categories: WoodMachinery, FurniTech, WoodProduct and WoodEnergy. Thus, exposition of **LISDEREVMASH** covers the entire range of machines, tools and components for a full-cycle wood processing.

Specialists attend **LISDEREVMASH** to enter into contracts and purchase machines – **the number of visitors grew by 19% and reached 7,800 persons in 2015**. The number of companies participating in this trade fair has also increased – LISDEREVMASH 2015 received 12% more participants than in the previous year.

Industry trends also contribute to the increase in trade fair figures. The market is expected to reach full capacity of the statutory ban on the export of unprocessed timber. In addition, the state program aimed at financing transition to alternative energy sources is fully functional in Ukraine. It has already shown its effectiveness and has caused a significant increase in demand for solid fuel boilers.

LISDEREVMASH is the best opportunity to evaluate **new resources and prospects of the Ukrainian market, as well as the best way to take advantage of growing demand**.



For more information: www.lisderevmash.ua/en

INTERVIEW WITH ERICH ZELLER, CHAIRMAN OF THE HOLZ ORGANISING COMMITTEE ON HIS VIEW OF THE ACTUAL SITUATION IN WOODWORKING SECTOR OF SWITZERLAND

HOLZ, Switzerland's traditional trade fair for wood, provides the ultimate experience for the timber industry.

HOLZ is the leading specialist trade fair for the woodworking trade and industry in Switzerland and is taking place at Messe Basel from 11 to 15 October 2016. A total of 34 000 specialists from the fields of wood working, interior architecture, timber construction & carpentry, industry and commerce are expected to attend. Awaiting them will be approximately 350 exhibitors from Switzerland and abroad, who will be presenting their innovative products and services from the fields of machines, tools, materials and accessories.

Mr. Zeller, as chairman of the organising committee, you have been actively involved in organising the specialist Swiss trade fair for more than two years. You have also guided the Lamello company up to the rank of a world leader. What is the secret of your success?

For us, as a Swiss SME with a strong export focus and an excellent home market, there are three relevant key factors that have shaped our success to date: 1. continuous practical innovation, 2. premium product and service quality and 3. the proverbial Swiss reliability. The individual factors are important in themselves, but they are not match-winners – only when all the key factors play together, like an orchestra, does it really make the difference. Our very open entrepreneurial and proactive culture supports our willingness to assimilate new ideas, trends and production methods and so on, and to launch development projects in a straightforward manner with very short decision processes.

How do you see the market development of the timber-processing sector – internationally and in Switzerland?

Increasing mobility, consumers living in continuously changing situations as far as furniture and fittings are concerned and frequent shifts in design trends have seriously altered the demands made of producers. This could be simplified as “it’s refreshing to go for something new” – in other words, the life cycle of furniture and fittings is becoming shorter and causing corresponding pressure on prices. As far as producers are concerned, that, in turn, is fuelling a never-ending structural change both nationally and internationally. The processing trades and the manufacturers thus face the challenge of assimilating these trends in as short a time as possible and of seizing opportunities as they appear with new, innovative ideas and more favourably priced production and assembly methods.

An increasing number of industrially produced semi-finished products are being used in the manufacturing processes employed by the trades working with wood. Wood joiners are then in a position to more rapidly and readily serve their clients efficiently in the middle-price segment. Digitisation and the possibilities associated with it are today offering tradespeople opportunities that are similar to those that manufacturing industry has started implementing in recent years under the synonym of “Industry 4.0”. This is enabling also smaller woodworking companies to keep up with consumer demands very speedily and flexibly, putting them in a considerably better position. This development could thus be referred to as “Skilled Crafts 4.0”.

Premium type, customized interior architecture and also the manufacture of premium furniture will maintain their unchallenged primacy, provided that they too make use of the new innovative possibilities.

Timber as a construction material is once again enjoying greater acceptance. Through the latest scientific findings and technological developments, timber construction is becoming successfully established both in structural elements for single-family homes and in the high-rise segment. The tougher conditions of the general environment in Switzerland due to cheaper imports on account of the strong Swiss franc are having a big impact on the market. This substantial challenge calls for an all-out effort by all players – from the supplier through to the joiner and the furniture industry.

from the supported exhibitions

How can tradespeople, dealers and manufacturers in the Swiss market face up to the tougher conditions of the general environment?

By adapting agilely, with open minds, and by fine-tuning their corporate strategy to these continuously shifting environmental conditions. This is a challenge that exporting companies have known about for decades and now, very brutally, it is also affecting tradespeople and manufacturers whose focus has been on the domestic market.

Keeping an open mind regarding new possibilities and an evident desire to want to make the most of these. For example, with new manufacturing processes (hardware and software), materials, construction elements and surfaces. The trade fair HOLZ as a specialist trade fair provides an outstanding platform for that. The Innovation Forum being staged in parallel with the trade fair, with its exhibition and specialist lectures, offers trade-fair visitors extremely interesting up-to-date sources of information.

The European Championship for Carpenters is being staged in Switzerland again this year and will be featured at HOLZ. Will that mean that HOLZ will also attract international attention?

Yes, of course. On the one hand, Basel as the venue and the HOLZ trade fair will be given prominent coverage in this industry in the participating countries. On the other hand, the European championship held within the framework of HOLZ will also be an unforgettable event for the participating delegations, and they will retain corresponding memories of it.

With the special zone focused on the Future of Timber, HOLZ is offering an attractive exhibition and information opportunity for smaller companies too. What expectations do you have of it?

It gives innovative companies an additional opportunity to draw even more attention to new products and solutions if they make good use of this Focus Zone. Small companies with only modest budgets are able to use this platform for minimal costs to present their innovations, without being forced to set up a stand. In this way, a broad specialist public can be made aware of them and, depending on the circumstances; they can try out the trade fair with a view to having a stand in future.

What is going to be of interest for visitors is to find out about the combination of materials and design in a concentrated fashion in a single location. It allows them to make sure that they are in the picture regarding the very latest developments by attending the stimulating specialist lectures in the Forum. In addition to all that, the bistro in the special zone on the Future of Timber is an ideal place for networking and establishing contacts.

What are HOLZ, the trade associations and the partners doing to attract young participants into the industry?

Compared with abroad, Wood Joiners and Carpenters in Switzerland enjoy an excellent reputation and prestige. In short, they are attractive professions.

Switzerland's dual system of education and training provides an ideal link between the trades, manufacturing and the universities of applied sciences. The cooperation between the Swiss Wood Joiners Association (VSSM) and the training network of Swiss Carpenters is the key factor for the attractive and successful education provided for Wood Joiners and Carpenters and for their further development once in the professional career.

What advice do you give to young people at the start of their career?

Work takes up a large part of time and emotions in our lives. So follow your own wishes and intuitions and do what you enjoy doing.

Find out where your interests, inclinations and talent lie and choose your profession accordingly.

Have the courage to follow your own heart and gut feeling and listen to your inner voice, because all three of them somehow know what you really want.

Stay cheerful, craving for knowledge and hungry for things new. The only way to produce a magnificent job of work is to do what you really enjoy doing most!

LES DREVMASH 2016: RUSSIA IS ONE OF THE MOST LUCRATIVE GLOBAL MARKETS

Lesdrevmash 2016, the 16th edition of the International Exhibition for Machinery, Equipment and Technology for Logging, Woodworking and Furniture Industries, will take place in **Moscow at Expocentre Fairgrounds on 24 -27 October 2016**. The show is organized by Expocentre AO, the Russian Union of Timber Manufacturers and Exporters with the official support from EUMABOIS, the Russian Ministry of Industry and Trade, and under the auspices of the Russian Chamber of Commerce and Industry. The official partner is Centrlesexpo OAO.

Lesdrevmash

- Since 1973 ranks in the **top five of the best logging and woodworking trade shows** in the world;
- The **largest of its kind** in Russia, Eastern Europe and the Commonwealth of Independent States;
- According to the Russian National Exhibition rating, Russia's best trade show in the timber and lumber industry category in all nominations – International Recognition, Professional Interest, Market Coverage, and Exhibition Space.

Lesdrevmash 2016: Facts & Figures

- **454 exhibitors** from **27 countries**, **17,000** professional visitors, 9 national pavilions, **41,305** sq.m. of exhibition space;
- According to the State Program of Industry Development and Competitive Recovery, **3.4 billion** rubles to be invested into Russia's timber industry upgrade by 2016;
- **69%** of Russia is densely wooded; Russia's forest resources are worth **28 trillion USD**.

Being the event of national importance, **Lesdrevmash** fully reflects the development of the Russian timber processing sector, its trends, aims, tasks and solutions.

The timber processing sector has an impact on machinery, mining, construction, agriculture, and trade; besides the sector meets the population requirements for woodworks.

This year the show participants will demonstrate equipment and services for forestry and timber industry, manufacturing equipment, installation and packaging equipment.

Well-known foreign companies have announced their intention to participate in the exhibition this year, among them **Biesse, Cefla, Dieffenbacher, Felder, Griggio, Homag, Houfek, Ewd, Ima, John Deere, Koimpex, Komatsu, Pallmann, Polytechnik, Schelling, SCM Group, Siempelkamp, Ustunkarli, Valon Kone, Weinig, Wintersteiger**, etc.

Our long-standing Russian exhibitors are such major companies as **Bakaut, Intervesp, KAMI, MDM Techno** and many others.

Lesdrevmash 2016 is co-located with the **Forest and Man International Forum**, which is one of the largest and most important events for the Russian timber industry.

Lesdrevmash participants include domestic and foreign timber businesses and international organizations such as

- Food and Agriculture Organization of the United Nations (FAO);
- World Bank;
- National industry associations from Europe, Asia, North and South America.

Learn more about Russia's main professional event for the logging and woodworking industry Lesdrevmash, watch a short video, register and save the date. See you soon!

<http://www.lesdrevmash-expo.ru/en/>

Lesdrevmash 2016 digital booklet is available at

http://www.lesdrevmash-expo.ru/common/img/uploaded/docs/2016/eng/prezent_lesdrev16_eng.pdf





22 / 25 novembre 2016
Paris - Villepinte

EXPOBOIS PARIS, 22-25 NOVEMBER IN PARIS VILLEPINTE : TECHNOLOGIES OF THE FUTURE FOR WOODWORKING PROFESSIONALS

At **EXPOBOIS**, machines are equipped with touch screen and can adapt to the users need. In the program: live-demonstrations of technologies that combine high efficiency and user-friendly design, efficiency and productivity of machines are enhanced, therefore mastering the most advanced woodworking technologies has never been so easy.

In Paris, the professionals of the woodworking sector will discover the **innovations** that will shape the way they will work in the future, either they are craftsmen or manufacturers. Live-demonstration will showcase machines that can match individual or industrial use. **EXPOBOIS** connects all players of the woodworking sector to new technologies that are essential for the French market.

Symp, owner of **EXPOBOIS**, is also a founding member of the French L'Alliance Industrie du Futur (Alliance Industry of the Future) which aims to modernize and transform the French industry, especially in regards to the digital transformation.

Very much in line with this plan, and with support from FCBA, Technological Institute of Forestry, Cellulose, Wood Construction and Furniture, and from Xylofutur - the only French cluster solely dedicated to Wood, Paper and Chemicals that puts focus on R&D, the show brings to professionals of the woodworking sector the **ideal platform for exchange** they needed to become more competitive and reach the international rank they should have acquired long ago.

In the spotlight at **EXPOBOIS** : Industry of the Future. Conferences from experts from FCBA and from key players of the woodworking sector in France on the themes that matter for the sector : robotization in the furniture industry, High-rise buildings in wood, Forestry mechanization, Energy Wood, Plan for the wood sector and collective actions for the construction sector, Financial state incentives for companies that want to modernize their factory.

ONLY AT EXPOBOIS 2016

"In order to present our range of services, EXPOBOIS, with its live character, was as unmissable as before. In this perspective, France plays a central part as one of Weinig's most important markets. More over finding an appropriate platform, focusing on massive woodworking is extremely important for us and the future." Klaus Müller, Marketing and Communication Director, Weinig.

Live-demonstration technologies of the future such as the Weinig Cube Plus: synonym of easy planing and perfectly processed four sides parts, digitally enhanced version of the Weinig Cube with a touch screen for perfect operations control. Adaptable machines such as the Powermat 1500, valuable moulder for optimum profitability with a variable speed range of 4000 to 12000 rpm, or the combination of Flexicut and Flexirip for the sawing product line as well as the inimitable Weinig windows construction technology that will be in the spotlight in Paris.

Moreover, the Weinig app, which has become essential to woodworking professionals because of the high added value it brings them, as well as a very wide range of services and other machines will be showcased by Weinig on their completely integrated stand at **EXPOBOIS**.

Holzher will showcase its award-winning vertical compact processing center Evolution as well as other machines such as the horizontal processing center Promaster.

from the supported exhibitions



22 / 25 novembre 2016
Paris - Villepinte

" SCM Group France, subsidiary of SCM Group, leading designer, producer and distributor of advanced technology solutions for the furniture industry and wood processing companies, are announcing their participation to this not-to-be-missed event for the furniture manufacturers and the furniture industry. We had to attend EXPOBOIS because our line of products is actually the widest and the most innovative in terms of woodworking machinery and systems to process plastic materials, and composites. Attending this major event was necessary for us in order to showcase our latest solutions. We also wanted to strengthen our brand image in this sector, because competition grows fiercer and fiercer. Moreover, we work with renowned brands of the woodworking industry who use the high level technology solutions of Scm on a daily basis and are very satisfied with them." Marco Brandi, manager of the French branch.

"Being one of the most important exhibition for the wood industry, Forezienne has to take part in EXPOBOIS 2016. This show is the place to be to showcase and put forward new products, services, expertise and also to meet new international partners. It is an unmissable appointment for any French player of the wood industry." Marc Berthon, Commercial Director, Forezienne

"MARTIN is taking part in EXPOBOIS 2016 because EXPOBOIS is a very important fair for us in France, it covers the north of France entirely and for us we can not miss it". Michael Mühldorfer, Marketing and Project Manager at Otto Martin.

"BZH announces its presence at the next EXPOBOIS 2016, key event for the primary wood processing. EXPOBOIS 2016 allows BZH to present its latest innovations and essential products. Thanks to EXPOBOIS 2016, BZH shows their presence on the French market and can demonstrate its high level of competitiveness." Sylvie Aubry Communication Manager, Baljer et Zembrod Holtec.

Most of the **10 000 visitors** from EXPOBOIS 2014 were sawmill owners, carpenters, joiners, and working in the furniture industry. This year, the target group will be even more complete since the show represents the entire value-chain of woodworking and timber field from forestry to finished products, with the new main theme Industry of the Future in the spotlight.

EXPOBOIS gives to major contractors of the wood sector whose 30% of them are situated in the Paris region, exclusive solutions that will allow them to grow and become more competitive.

The new organizer Hannover Fairs International, French subsidiary of Deutsche Messe AG which organizes every odd year the most important fair for innovations in the timber field in the world, the LIGNA, is willing to offer to professionals solutions that will allow them to get modernized, to remain and become more competitive, particularly thanks to the new technologies applied to specific cases.

Press contact:

France : Elisa Huguet - eh@globalfairs.fr - 0033 (0)1 43 87 69 83
International : Anja Brockjans - anja.brokjans@messe.de - 0049 511 89 31602

FITECMA 2017

A year before the fair more than 80 per cent of the area is covered.

The presence of domestic and foreign brands assure **FITECMA** success.

FITECMA 13th edition, to be held from **June 13th to 17th, 2017** at Centro Costa Salguero in **Buenos Aires city**, will present the latest innovations in technology, supplies and products that will give response to the demands to improve productivity posed by companies in the wood and furniture industry.

This is so pre-announced by the spaces contracted by the main domestic and leading international brands that practically cover all the items demanded by all the different sectors involved in the wood-furniture value chain.

This ratifies **FITECMA** as the industry largest and **most complete show in Argentina and the most important Spanish-speaking one in Latin America.**

"The new offer of technology in machinery and supplies to be presented by **FITECMA 2017** will be very wide. And out of the enquiries we are permanently receiving and the incorporation of world-level leading brands having already a counterpart in Argentina or searching for it, we think **next edition will be one of the most important ones held so far**", emphasized José Vásquez, the fair's Executive Director.

If we are carried along by this perception -he followed- we are convinced that foreign brands that due to different circumstances could not be at the previous edition and domestic companies which neither were present will appear among exhibitors in 2017. "We are already observing that companies which were in 2015 are contracting a larger area for the coming year due to good results obtained both in quantity and quality of contacts proceeding from throughout Argentina".

For its part, the 2017 international fair schedule grants **FITECMA** a strategic place for small and medium companies, as due to their conformation and lack of resources it is difficult for them to travel abroad in search of state-of-the-art technology. "The machine, equipment and tool companies already having bought their stand will be presenting at **FITECMA 2017** the novelties to be seen at Ligna (Hanover, Germany), the world's most important fair, less than 30 days after its ending. And this is a plus only offered by FITECMA, as it is included in EUMABOIS – European Federation of Woodworking Machinery Manufacturers special event schedule, through which it is recommended to the 16 associations of European countries processing the world's most advanced technology for wood to participate at the fair", asserted Vásquez.

In order to round off the favorable context which may accompany **FITECMA 2017** realization, we cannot overlook the impulse taken by two wood-furniture chain segments which will surely grow in exhibition area: construction with wood and bioenergy through the use of forest biomass. In both cases they have great development possibilities because in addition to comply almost optimum environmental conditions, they are also signaled by President Macri's Government as priorities for the growth of forest industry in Argentina.

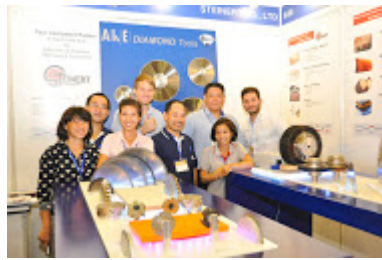


For more information: www.fitecma.com.ar

from the supported exhibitions

REGISTRATION FOR EXHIBITING IN THE LARGEST WOODWORKING INDUSTRY FAIR IS NOW OPEN!

Vietnamwood is the premier destination for wood specialists visiting biennially from across the global. It has become ASEAN's only dedicated business to business meeting place for wood, wood accessories and woodworking machinery industries. **Vietnamwood 2017** will take place from **Oct. 18-21, 2017 at Saigon Exhibition and convention Center (SECC)**. The exhibition is organized by Vietnam Trade Fair & Advertising National Company (VINEXAD), Yorkers Trade & Marketing Service Co., Ltd and Chan Chao International Co., Ltd.



For more information: www.vietnamwoodexpo.com

PRESENT YOUR PRODUCTS IN THE RUSSIAN MARKET AT WOODDEX MOSCOW EXHIBITION

We would like to invite your company to exhibit at **Woodex Moscow**, the 15th International exhibition of logging machines, equipment and technologies for woodworking and furniture production, which will take place at Moscow's Crocus Expo from **14-17 November 2017**.

Exhibiting at **Woodex** provides an opportunity to present your products to a huge target audience, which includes directors and specialists from businesses involved in logging, woodworking, furniture production, and processing of wood waste, as well as representatives of ministries and authoritative bodies from various regions of Russia.

In 2015, the exhibition attracted **8,316 industry experts** from **74 regions of Russia** and **43 countries worldwide**

Woodex's unique visitors:

- **3 594** (43%) - regional visitors;
- **4 746** of specialists (57%), had not previously visited the exhibition;
- **3 997** (48%) - came to source products and services for business;
- **5 216** (73%) - general managers/head of departments;
- **8 067** (97%) - influence purchasing decisions;
- **6 819** (82%) - intend to purchase products according to the exhibition results;
- **4 407** (53%) - attend Woodex Moscow only among exhibitions of similar topic in Russia.

The exhibition will take place with official support from EUMABOIS, the European Federation of Woodworking Machinery Manufacturers.

Many companies have already confirmed their participation including Biesse, Cefla, Griggio, Homag AG, IMA, Koimpex, Siempelkamp, Vollmer, Weinig and others.

For more information: (499) 750-08-28, e-mail: woodexpo@ite-expo.ru