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29
Years

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industry

BEATING COVID19 BLUES

Supply-side industry
experts talk about
recovery and return to
'new normal'

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Special Focus

Indiawood continues
as a catalyst in a
growing market

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Interview

Dorothee Flötotto on
engineered options for
Indian doors industry

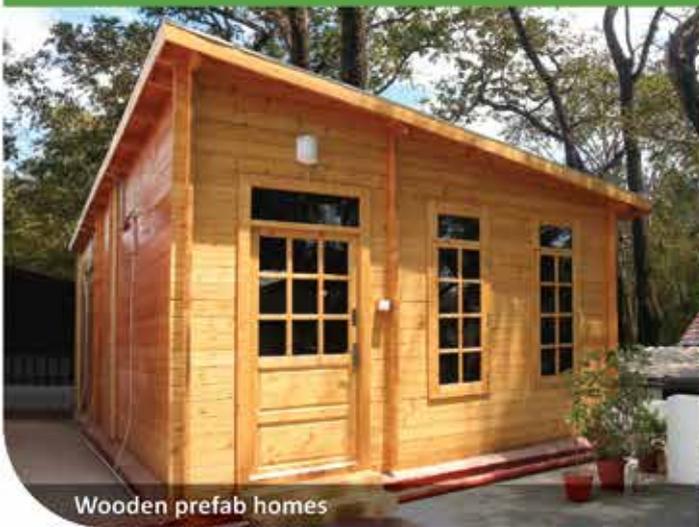
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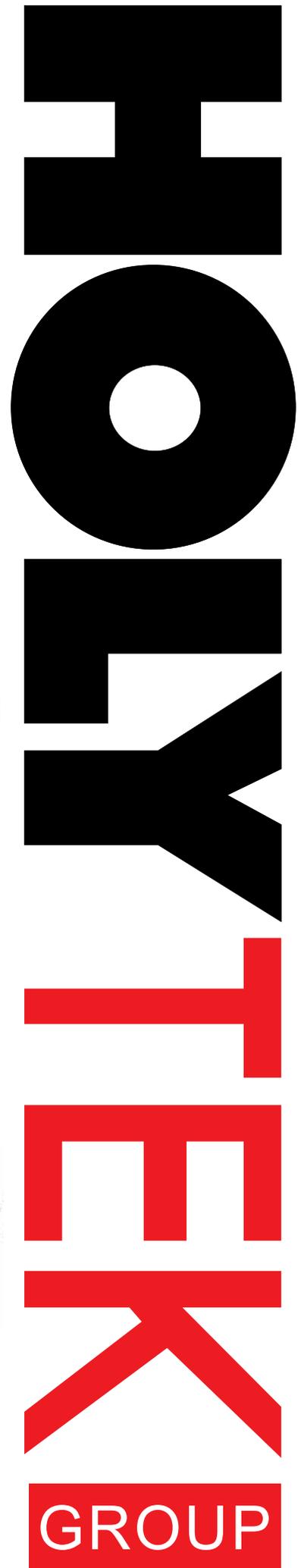
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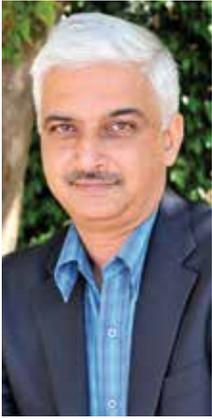
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Stay safe, but bounce back!

Dear Readers,

The pandemic of epic proportions is upon us, leaving a couple of generations of businessmen and entrepreneurs flummoxed. It threatened to leave the world in panic and humankind

FROM THE EDITOR

DHANANJAY SARDESHPANDE

insecure about its own future. But as the months of the year 2020 drag on, there is a realisation that nothing substantial has been lost yet.

At this juncture it is difficult to predict just how this crisis will shape our perspectives and attitudes to the future of society, globalisation, industrial production, value creation, trade and entrepreneurship. On the other hand, what is imminent is a greater focus on crisis preparedness, building resilience into systems, nurturing social equality and solidarity, and access to affordable health care. However, without a road map, tomorrow would be unlike yesterday.

That is why, in the face of seemingly insurmountable odds, it was essential that

some signposts be identified to survey the scenario and sketch out a plan. *WoodNews* asked some supply-side experts and veterans of the woodworking industry in India to populate the pages of this issue of the magazine with their perspectives on the damage already caused to the industry and the way to economic recovery. I thank them all for taking the time to do so!

One needs to distinguish between panic and change, disruption and destruction, postponement and termination – and these apply as much to sourcing and manufacturing as they would be true for markets and trade. One also needs to understand some new watchwords – remote working, streamlining operations, decentralising supply chains, eco-friendly alternatives – and stay prepared to implement these in a long-drawn crisis.

I would not like to repeat figures given out by the government to help the micro, small and medium enterprises – they are notional by themselves and attain value when the money goes where it is required. But yes, it is one of the biggest investments in India's history, to put the economy in 'drive' mode. The national lockdown was a time for introspection, to spot one's weaknesses, search for alternatives, identify opportunities and find the means. I am sure most of you are teeming with ideas and solutions. Do feel free to share them with me (editor@woodnews.com), and the magazine will publish those that inspire fellow businesses into bouncing back! Until next time, stay safe!

STAYING IN TOUCH

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

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

Now follow us on:



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We look forward to hearing from you soon!

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CIFF Guangzhou is on: July 27 to 30

The 45th edition of the China International Furniture Fair (CIFF) in Guangzhou will be held in a single edition this year, from July 27 to 30.

Owing to the postponement of the trade show from March, on account of the Covid-19 pandemic, the home furniture & décor, outdoor leisure, office show and the CIFM/ Interzum Guangzhou sectors will be gathered in a single event this time.

The Guangzhou Pazhou Canton Fair Complex will receive visitors from 9.30 am to 6 pm on all days of the show.

CIFF covers the entire industry chain, including home textiles, hotel furniture and furniture machinery and raw materials. It has participation of more than 4,300 domestic and overseas furniture brands.

The show is an extensive (1,50,000 square metres) commercial platform for product launches, domestic sales and export trade. It includes a series of exciting design activities and professional forums to help exhibitors and visitors grasp the latest trends in the furniture industry.

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Improved drawing output The automatic drawing output offers the user more comfort: The user no longer receives many individual files during output from the document manager, but instead the drawings can be exported as PDF. The result is a clearly arranged presentation of the articles including pictures and dimensioning.

iX Support Center Users will find extensive information here about HOMAG iX, can download updates and participate in the Online Academy. A media library is available as well as numerous training and exercise materials, which support you to start and to work with HOMAG iX.

New: Softlock The usage of the software is not longer done with an inserted dongle, but by assigned licenses instead. The licenses are managed by the iX Administrator of a company centrally in the license portal of the iX Support Center.

Automated optimization of the workflow selection Components can be assigned to all suitable workflows – also the creation of several alternative data sets is possible.

Process time determination Besides the individual definition of the processing time per process step, it is possible to calculate and provide the process times.



Hettich adds another factory near Indore

Group's annual global sales in 2019 soar to US\$ 1.2 billion

Hettich India, the market leader in furniture fittings and hardware, inaugurated its state-of-the-art hinge manufacturing plant in Pithampur, near Indore (Madhya Pradesh) recently.

Spread over a mammoth 1,00,000 square metres, it is the largest Hettich plant in the world. The plant is equipped with the most advanced machinery from Europe to manufacture Hettich's integrated silent (soft-close) hinges.

Raw materials to finished products are processed under one roof, thus giving excellent control over processes and the final product quality. Every product leaving the plant is ensured for its quality, reliability and life.

Apart from the latest plant near Indore, Hettich India has two other state-of-the-art manufacturing plants in Vadodara (Gujarat) which produce stainless steel wire products and telescopic runners.

All three plants are completely eco-friendly

with zero water discharge and water recycling system. Safety has been given paramount importance with adoption of non-hazardous processes and advanced fire prevention and suppression systems.

Global supplier

Speaking at the inauguration, Dr. Andreas Hettich, Global CEO at Hettich said: "This plant marks the dawn of a new era for the Hettich Group. It brings India on to the global stage with hinges in India being manufactured for the global markets."

"We are extremely proud of our Indian subsidiary and aim to work very closely for technology transfer and manufacturing expertise to be able to deliver cutting-edge technology products to our customers," he added.

The Hettich Group has so far invested €50 million in the three factories in India, he said, adding: "India accounts for 10% of Hettich's exports, and we expect it to grow to 25% in the coming years. We will have another similar

1

1 *Half the production of soft-close hinges from the new Pithampur factory will be exported.*



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investment in India in times to come.”

The Managing Director for Hettich India, Mr Anil Goel, said about the new factory: “This is made in India, but made for the world”, adding that 50% of the 150 million pieces of hinges per year from the Pithampur plant would be for the domestic market and the rest for exports.

2 *Hettich India's product portfolio comprises of furniture fittings, door hardware and furniture lighting.*

Hettich is a 130-year-old German brand, with a presence in 110 countries through 39 subsidiaries and production facilities spread over Europe, Asia and America. Hettich India's product portfolio comprises of a repertoire of furniture fittings and door hardware, complemented by kitchen appliances, counter-top stones and furniture lights.

Sales climb

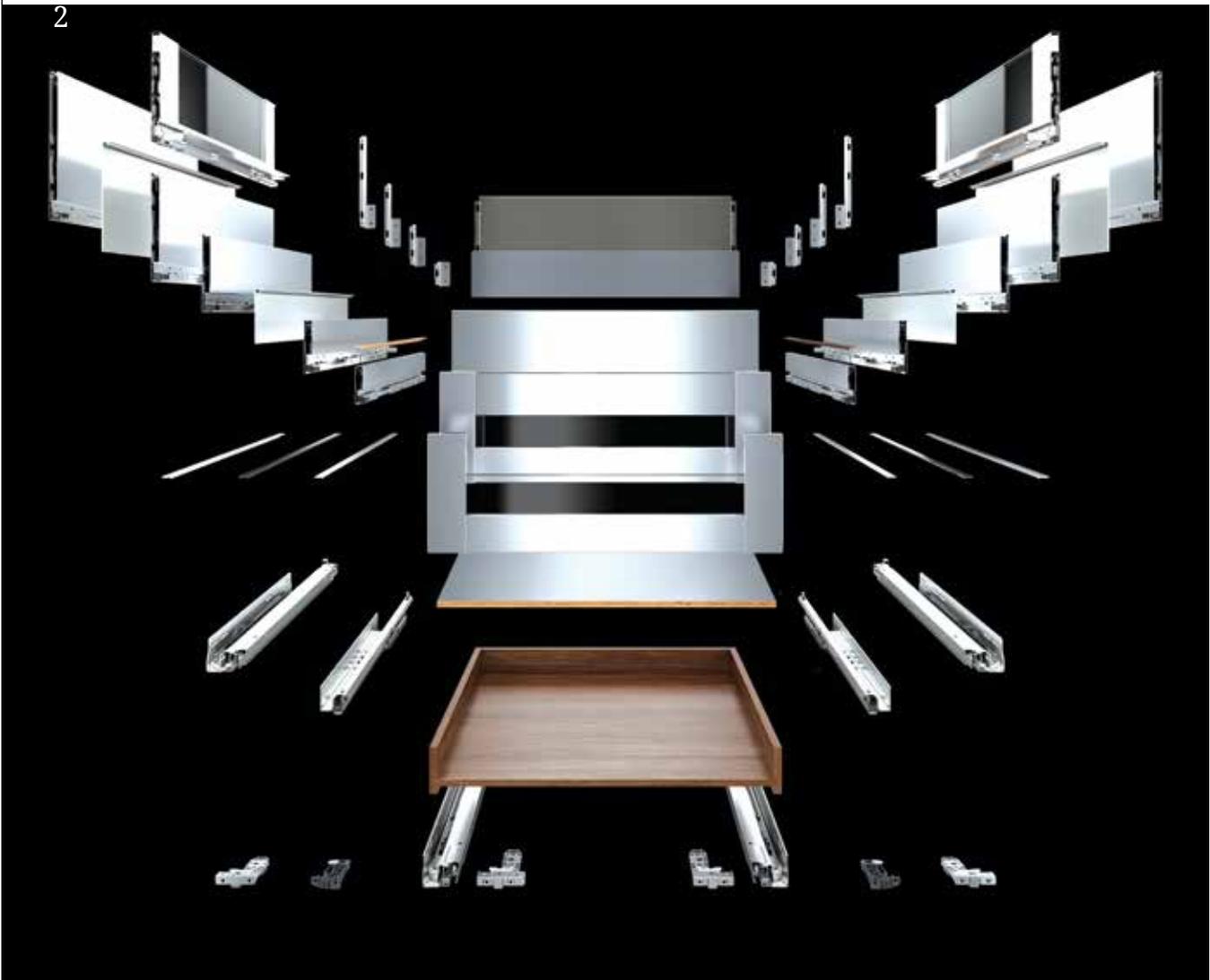
Meanwhile, Hettich reported €1.1 billion (US\$1.2 billion) in sales for 2019, a 3.2% increase over 2018. More than 70% of business was done outside Germany. “Our dedicated team, working hand in hand with our

customers and suppliers, has once again broken the €1 billion sales mark,” according to Mr Sascha Gross, Managing Director.

Hettich credits its success to its innovative products and future investments. Products highlighted by the company include the TopLine XL sliding door system and its AvanTech You, which permits the use of one drawer on two different runners with the same cabinet body drilling pattern.

Hettich has significantly broadened its e-services and can now assist its partners even more efficiently, from the initial idea to product procurement, and from planning to furniture assembly and installation.

In 2019 the Hettich Group once again invested around 10% of its annual turnover in the future. The investment focus, for example, was on the innovative AvanTech You drawer platform and on expanding production capacities in and for Asia's growing markets, including the third plant in India.





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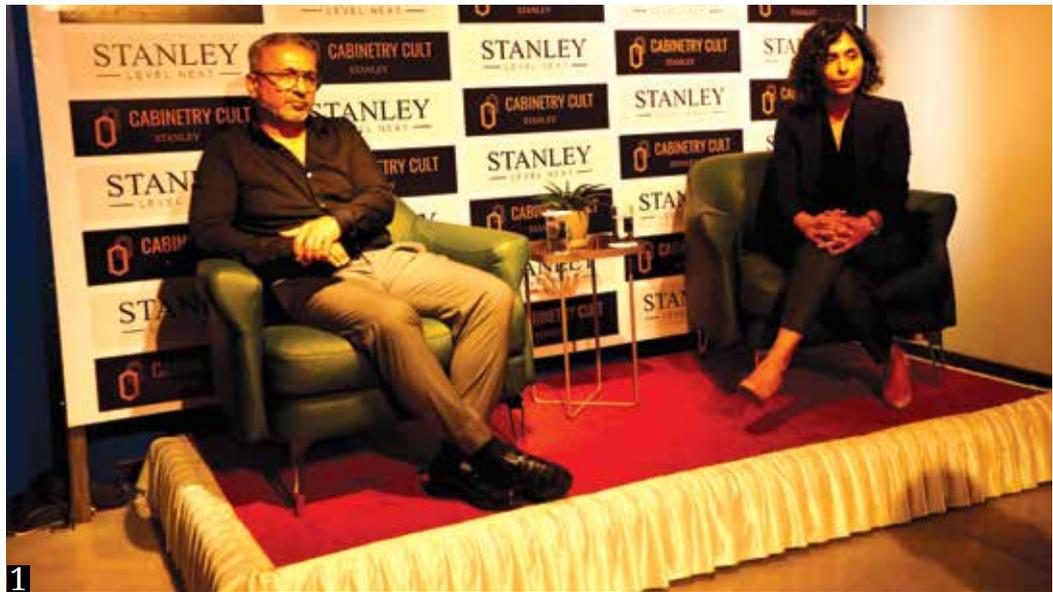
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1 Mr Sunil Suresh, Founder Chairman and Managing Director of Stanley Group, and Ms Shubha Sunil, Director at Stanley Group, at the launch of their complete home solutions in Bengaluru in late February this year.

A Rs 70-crore game plan

Bengaluru-based luxury furniture manufacturer plans to open 55 new premium retail outlets across India

Stanley Lifestyles, the maker of premium furniture and home décor products, in February announced its foray into complete luxury home interior solutions and personal accessories through Stanley Level Next, its new flagship premium lifestyle store launched in Bengaluru.

2 'Global Living Emporio' in Bengaluru is spread across 1,00,000 square feet and houses more than 40 internationally renowned furniture brands.

Over the next couple of years, the company plans to open five more Stanley Level Next new-gen retail outlets with an investment of Rs 20 crore and expand its omni-channel mid-segment furniture outlets, 'Sofas & More', from seven to 50 stores with an investment of Rs 50 crore.

Preparing for a global foray and plans for an IPO by 2024, the company is targeting revenue

of Rs 650 crore.

Present across 20 exclusive stores and 30 sales points in 10 Indian cities – among them Delhi, Mumbai, Gurugram, Hyderabad, Bengaluru, Chennai, Kolkata and Kochi – the Stanley group aims to achieve Rs 700 crore by 2025 from its current sales of Rs 360 crore.

Factory expansion

Committed to the 'Make in India' initiative, Stanley plans to expand its 3,50,000-square-foot state-of-the-art manufacturing facility in Bangalore, with an additional 2,00,000 square feet to meet the growing demand and seeks to increase its employee base from 1,200 to 5,000 in the next 5 years.

According to Mr Sunil Suresh, Founder Chairman and Managing Director of the Stanley Group, the company commissioned two new factories in 2019 with an investment of Rs 15 crore – one for kitchen and wardrobes, and the other for premium mattresses and bedding.

Stanley is an 'A'-rated debt-free company, with adequate cash reserves and has successfully raised growth capital fund with a company valuation of US\$ 125 million, Suresh added.

India's first manufacturing-retail home furnishing brand, Stanley is a global vendor to IKEA and La-Z-Boy. It caters to top automobile manufacturers in India, including Tata, Toyota, Ford, Mahindra & Mahindra, Renault; aviation manufacturers such as Boeing; and



Franchise opportunity

Stanley is now looking for franchisees across India. For 'Stanley Format' store enquiries, call +919945172300 or +919844072300. For enquiries about 'Sofa & More', call +919606500360. You can check out Stanley's products on www.lovestanley.com.

hospitality customers like Taj, Intercontinental and Starwood.

Suresh says, "We compete with international brands and are known for our high quality standards and craftsmanship. We proudly position ourselves in high-end home and lifestyle business. As a luxury brand, we design and develop modern offerings with an international touch that are customised to suit Indian lifestyles and living conditions."

Setting standards

The Stanley Group has a cabinetry manufacturing unit with German know-how, to design and manufacture kitchens, wardrobes and storage units. It has now

commissioned a prestigious design team to helm its collection of bespoke products and accessories.

A pioneer in premium leather sofas in India, Stanley Lifestyles opened the country's largest multi-brand anchor store, 'Global Living Emporio', in Bengaluru. It is spread across 1,00,000 square feet and houses more than 40 internationally renowned furniture brands.

Stanley's wide portfolio also includes 'Stanley Boutique', its legacy stores that primarily sell sofas and recliners; 'Sofas & More', its product driven omni-channel concept, targeting mid-high segments of the markets; and 'Stanley Level Next', its new format stores that aim to position Stanley as a lifestyle brand.

Sunil started his career working at a distillery and later joined a leather garment exporter as a production manager. He founded his own company in 1996, which started with automotive seating and diversified to home seating.

His wife and co-founder, Ms Shubha, handles the retail wing of Stanley Group. She is a keen business strategist, successful woman entrepreneur, and a mother of two children.

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1

Artistic exchanges on architecture, music and design

By Roy Thomas

Over the years, a lot has been said and written about the underpinnings that link the world of music and architecture. In more recent times, architects who are musicians (and vice versa) have also professed that the principles of form and structure, space and time – the building blocks of music – are also the building blocks that architecture is built on.

With the advent of computers and ‘mathematical and statistical modelling’, this view – that both fields have strong mathematical moorings and roots – has since been scientifically confirmed. But beyond the commonality that unites these disciplines, the sheer visual beauty and harmony transport one to the realms of the metaphysical.

The wisdom of ancient times enshrined the view that humankind should live in sync with its surroundings and that construction (read architecture) was about respect for nature and the universe.

Italian connection

Italian architect, Andrea Palladio, felt that architecture could help us with three psychological virtues, “calm, harmony and dignity”.

Music has a similar depth. Built on harmonious, geometrical proportions and mathematics, it elevates purpose to a search for the inner spirit, and possibly a longing for serenity.

“Music is a higher revelation than all wisdom and philosophy. Music is the electrical soil in which the spirit lives, thinks and invents,” said Ludwig van Beethoven.

Le Corbusier, a Swiss-French architect, designer, painter and one of the pioneers of modern architecture – better known in India for designing the city of Chandigarh – spoke of music being integral to key pursuits in his life.

He said, “More than these 30 years past, the sap of mathematics has flown through the ▶

1 *Renowned pianist Marialena Fernandes presented works of Bach, Mozart and Schoenberg, to open the discussions on space and ratios.*



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2 The soiree was attended by more than 60 prominent figures from the world of architecture and music.

veins of my work, both as an architect and painter; for music is always present within me.”

‘Manifest’ was an evening to facilitate artistic dialogue around the convergence of music, architecture and design. The soiree, curated by The Keith Store in Bengaluru recently, featured more than 60 prominent figures from the world of architecture and music.

Pianist Marialena Fernandes, architect Bijoy Ramachandran and former diplomat Nirupama Rao participated in ‘Manifest’.

Masters’ voices

The evening commenced with the renowned pianist from Vienna, who presented works of Bach, Mozart and Arnold Schoenberg, along with Beethoven’s popular piece ‘Fur Elise’, to open the discussions on space and ratios.

Bijoy Ramachandran, well-known architect and founder of Hundredhands, a design studio, started his presentation with Leonardo Da Vinci’s ‘The Vitruvian Man’. He showed how the Italian master used drawings to demonstrate the blend of mathematics and

3 Bijoy Ramachandran showed how Leonardo Da Vinci’s drawings demonstrate the blend of mathematics and art.

art, to expound his belief that the workings of the human body were an analogy for the workings of the universe.

Bijoy went on to compare the works of Andrea Palladio’s Villa Foscari and Le Corbusier’s Villa Stein-de-Monzie. He spoke of these classical buildings, which were built in different periods, but had remarkable similarities in terms of scale, character, spatial and visual impact.

“In music, there is a mathematical progression in how one finds consonance and dissonances amongst notes and chords,” said Bijoy. “In the same manner, architects have been trying to find a mathematical basis to guide them with regards to proportion and scale.”

Nirupama Rao spoke about the South Asian Symphony Orchestra, which she founded in 2018, and said the initiative aimed at communicating the message of peace through music across South Asia.

A rare contribution came from Federico Babina, an Italian architect and illustrator who lives in Spain. His virtual sharing of his ArchiMusic series of illustrations combined music and architecture with 27 songs that made up the soundtrack of a series of illustrations depicting the music and its authors.

Babina said, “The idea was taking a cue from an intangible item like music, giving shape, light and colour to music and its performers. Music and architecture are intimately joined by a cosmic connection. They both are generated by an underlying code, an order revealed by mathematics and geometry.”

Alf Group

Alf DaFre was founded by a group of highly-skilled, experienced Italian craftsmen in the 1950s as a co-operative to mass produce wooden furniture. From specialising in bedroom furniture, the company grew to incorporate dining and living furniture to meet the needs of the customer.

Innovation has always been a large part of the company ethos, and this is evident in both the design and production of their beautiful products.

Keith Rebello & Associates (The Keith Store) was established in 2009 and represents Alf DaFre and Valdesign Kitchens. The company imports and retails furniture, wardrobes and kitchens and has an exclusive mandate to market Alf DaFre’s collections in India and Sri Lanka.



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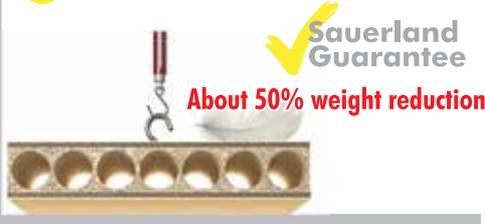


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Beating Covid-19 Blues

The rapid and unprecedented spread of the Covid-19 infection has led to once-in-a-generation crisis that has led to psychological panic, severe social restrictions, industrial shutdowns and economic disruption. WoodNews invited important supply-side companies in the woodworking industry in India to help understand the scale of damage, untangle the misconceptions and throw light on the way forward. Here, Mr Ratan Tata headlines our list of leaders to inspire the entrepreneur in you!

Adapt and create: Ratan Tata

Tata Group patriarch, Mr Ratan Tata, in May this year penned down a note for entrepreneurs, advising them to adapt and create to tide over the Covid-19 pandemic that has brought economic activity to a juddering halt.

“It can all start on a clean sheet of paper that looks at ways of doing things that were never thought of before. This crisis will force entrepreneurs to adapt and create,” he wrote on Instagram.

“In past difficult times, entrepreneurs have displayed far-sightedness and creativity that could not have been believed to exist. These became the flagpoles of innovation and new technology today.

“I hope that the ability to find another way to build a product, run a company, run operations a better way, will emerge as an outcome of the current crisis,” Tata wrote.

The Chairman Emeritus of Tata Sons

“



We are dealing with communities, we're dealing with populations that need to be a part of new India.

reiterated that he is confident in the inventive nature and creativity of entrepreneurs to find ways to modify businesses into benchmarks for tomorrow, despite the current challenges and difficulties.

The billionaire and philanthropist, who is known to have a soft spot for emerging start-ups, has invested in his personal capacity in more than a dozen start-ups, including Generic Aadhar, Ola, Paytm, Snapdeal, CureFit, Urban Ladder and Avanti Finance.

Earlier in April, the Tata patriarch called for a re-examination of what can be considered acceptable standards in terms of quality of life. He was talking during a panel discussion on a webinar on 'Future of Design and Construction', organised by CorpGini.

"We need to concern ourselves with the quality of lives everywhere. We need to ask ourselves, are we ashamed of what we see, or proud of what we see? We need to consider urban communities as one. We need to look at the possibility of ownership of slums rather than rentals. And the

transition needs to be real," he declared.

"We're trying to remove slums, moving them to another location, but high-value housing is being put over there. For the first time, the close proximity, low-value structures that we have built are the cause of new problems. We have social responsibilities as architects and builders.

"There ought to be a revision in terms of the fact that we are dealing with communities, we're dealing with populations that needs to be a part of new India," he underlined.

The series of three webinars witnessed participation from 10,000 corporates and start-ups. Among those who were on the experts' panel were Architects Peter Rich, Hafeez Contractor, Reza Kabul and Vishaal Shah; Mr Jimmy Mistry, CMD & Principal Designer of Della Group; Mr Anil Goel, Managing Director of Hettich; Mr Sanjay Ghodawat, Group Chairman of Ghodawat Group of Industries; Mr V.G. Krishnan, CEO of Shapoorji Pallonji Real Estate; Mr Vijayshree Pednekar, Urban Transport Planner; and Mr Utsav Mathur, CEO of GMetri.

Lockdown was 'pause', now it's time to 'play'

By Venkataramana Gorti

While the industry was in for an unpleasant surprise due to the Covid-19 pandemic in mid-March 2020, towards the end of April and beginning of May, it has started becoming clearer that we will have to come out with "workarounds" to wade through this situation till a vaccine is found.

Organisations across the value stream have started preparing for the same and within the "new normal" have started taking baby steps, so to say. I believe it will slowly start moving from now and we should see a good percentage of revival within few months from today.

Hence, I would look at this pandemic-enforced lockdown as more of a "pause" than a long-

term slowing down of our industry.

We started our operations again from 18 May, in line with governmental guidelines. With respect to service support, wherever possible we have been providing the same with our employee safety as the top priority.

Some orders delivery dates have been moved out owing to the lockdown, but slowly shipments have begun since last week. We are expecting it to start picking up pace from June.

One of the positives during this entire lockdown has been that cargo movement did not halt; imports for us were not impacted much; and with inter-state logistics resuming in India, supplies have been quite manageable. ▶



This industry needs to make necessary upgrades and changes, to be better prepared for any future, sudden, macro-level impacts.



During the lockdown we were constantly in touch with all our customers – maybe even more than in normal times! So we are very much updated on the customer requirements and have aligned accordingly.

Homag India has also helped them by giving them key “Do’s and Don’ts” to help their machines up and running, so that their production is completely smooth. Our hotline support and service engineers are on the job!

After the initial month of complete uncertainty in March, there is better understanding on how things will pan out. Customers are in constant discussions with us on their future investments, whether it is for single machines or projects. In fact, Homag India has been able to close some good orders even during this lockdown!

Human capital is the key for us. Even during the lockdown, we invested a lot many man-hours in upskilling and have continued to be on track for the training what we had planned during the year.

I would like to commend and thank the state and Central governments as I believe they are doing their best to help industries during this tough time with apt initiatives and guidelines. This situation would have surely helped all businesses to reflect and introspect, to make necessary upgrades and changes, to be better prepared for any future, sudden, macro-level impacts.

Funding was never an issue even before the pandemic, and with the government coming up with more help and initiatives to ease businesses, I believe that funding will not be a deterrent.

Any potential investor would have done due diligence before planning to get into one of the fastest growing industries: furniture manufacturing.

Some investors might again try to test the waters for the next couple of months, but I am sure if we look at the long-term perspective, they very well know that they can back themselves on their investments to come good.

Yes, indeed there would probably be a “New Normal”. Basic hygiene and social distancing will definitely be enhanced across the social spectrum, which will become the norm. At least in the near future the availability of migrant workers would reduce considerably, so industries will have to move towards local resources.

This pandemic would also have reiterated the fact that even if you have technologically advanced machines on the manufacturing floor, it would not be prudent if you do not invest in skilled stable workforce to avoid unnecessary breakdowns, stoppages or higher maintenance costs by compromising on investing in skilled manpower.

– The writer is Managing Director, Homag India (www.homag.com).



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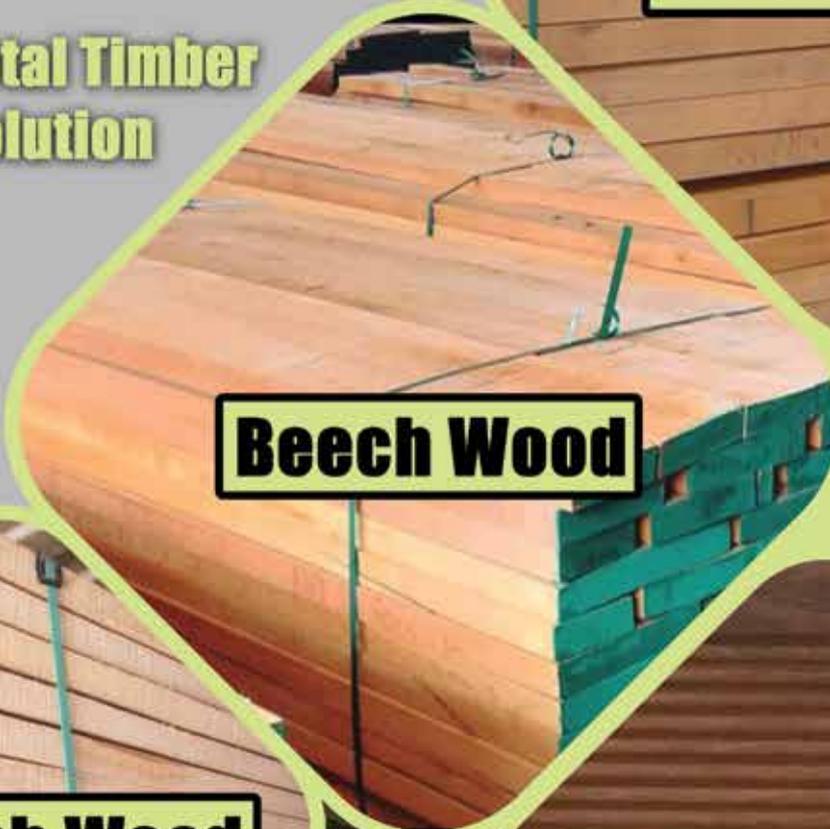
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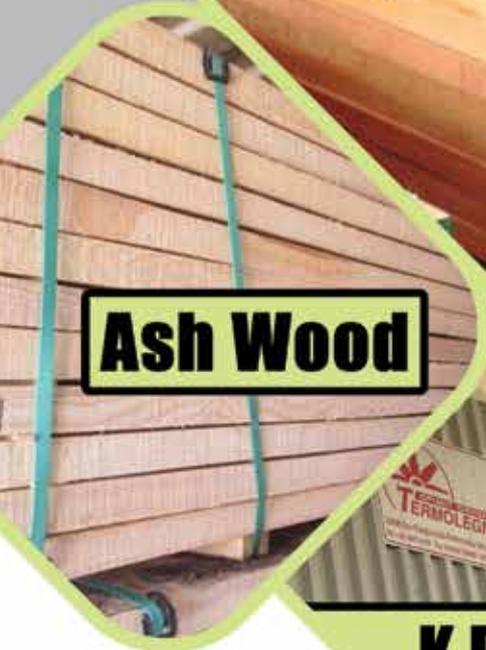
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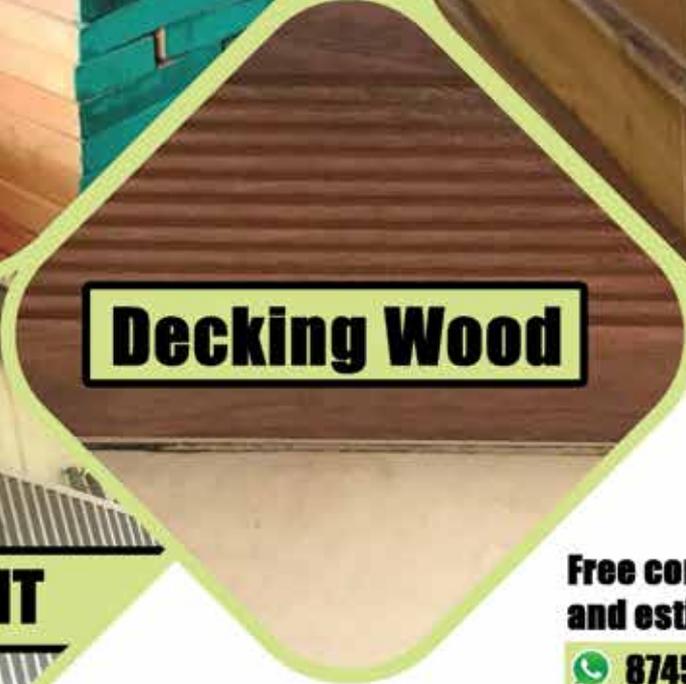
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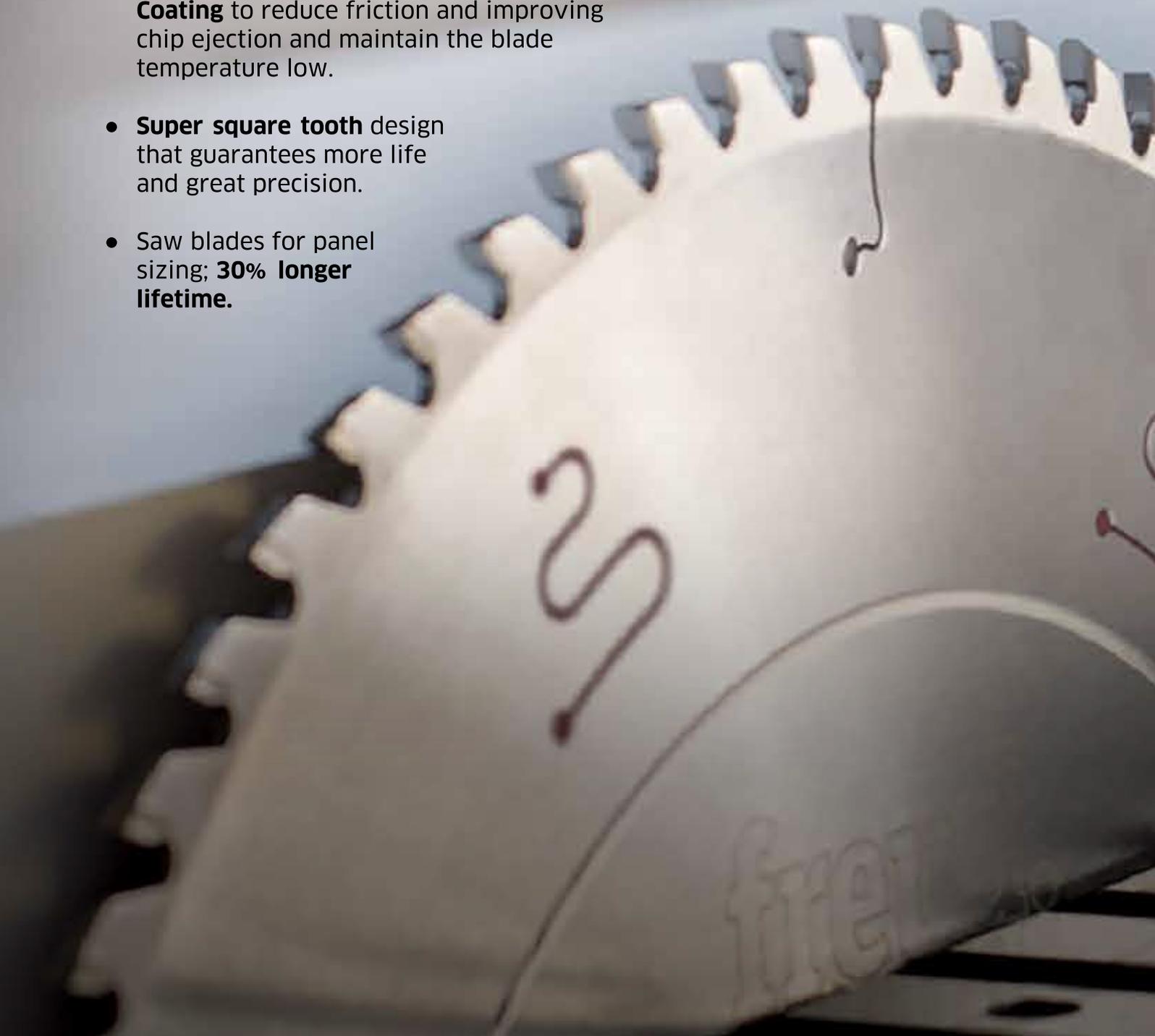
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Automation is the only way forward

By Gopi T.

The good news is: Woodtech Consultants is back in business since 04 May; but we have restricted our office staff strength to 33% to conform to government guidelines for all non-essential industries. All our existing orders are in the pipeline.

Yes, we have some requests to delay orders for a few months, to enable these clients to set their factories right first. On the other hand, we have already delivered some essential requirements of some of our other clients!

Obviously, we are following all standard operating procedures when it comes to ensuring the physical safety of all production, sales and servicing staff, as well as protocols on maintaining hygiene on our premises.

As I see it, the biggest immediate challenge for woodworking eco-system is the availability of migrant labour. Factories will find it difficult to get back with normal production with such a shortage.

But, as Woodtech has been stressing to its clients time and again, there are solutions in the form of better mechanisation of furniture manufacturing and greater automation of production lines. These come at a higher cost, but reduce the reliance on unskilled or casual labour, and pay back in a short duration of time.

“

Many in the industry are already talking about expansion plans and new investments, in order to meet the market demand 6 months from now.



As far as the furniture industry in India goes, most sourcing of machinery and raw materials is from China, Taiwan, Malaysia and Korea – these very countries were back in business even before India went into a lockdown! As of now there are no restrictions on imports/exports from/to China and Taiwan.

Another area of concern to kick-starting production after a hasty lockdown would be cash flows – several businesses witnessed zero sales or collections during this time. However, I feel that by re-adjusting expenses during this time and re-configuring one's priorities we can, with a small infusion of capital, restart our businesses.

Recently, the Central government announced Rs. 3-lakh-crore of collateral-free loans to micro, medium and small enterprises, which will be activated through banks immediately. This capital comes with an interest moratorium of up to 12 months and 4-year repayment period.

Never in the history of our country has such huge money been infused into the economy. This, I am hoping, will help businesses bounce back with even better prospects and revenues.

It is going to be a challenge for newcomers to invest in the woodworking business, and many of them might defer their plans by at least a year. There might be some impact on account of this because of the vagaries of the pandemic across geographies.

But I say to these investors: anyone who makes an investment is not for today; it is for the future. We at Woodtech always advise our clients to look forward and go ahead with their investments, considering present potential and future prospects.

As far as existing manufacturers are concerned, there is not much of an issue as many are already talking about expansion plans and new investments, in order to meet the demand 6 months from now.

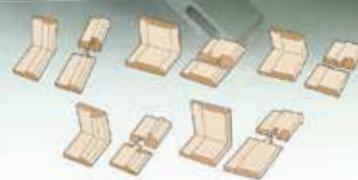
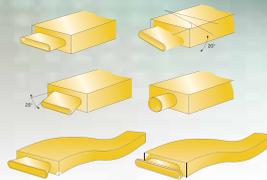
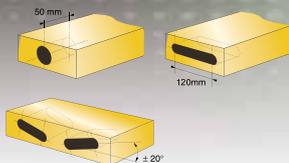
Most of our clients have started coming back into production slowly. And, given the Indian industry's propensity for a fight-back, it is just a matter of time before things return to a slightly new normal!

–The writer is Managing Director of WoodTech Consultants (www.woodtech.in).



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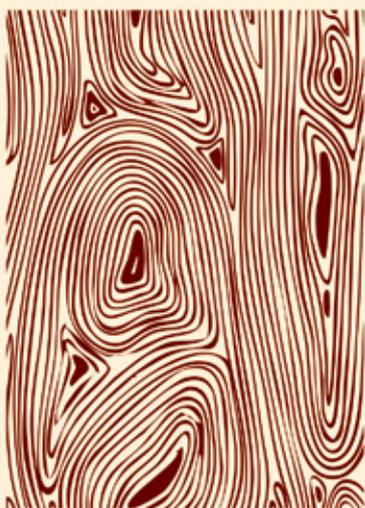
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Technology will assist business transformation

By Nirav Shah

As India begins easing restrictions on the Covid-18 lockdown, a new phase in business is upon us. It is a time for hope, but also for caution. We have to navigate this difficult environment, especially in the next few weeks, and make sure to adhere to all the government guidelines to ensure a safe work spaces for our office and factory staff.

The re-opening will take different shapes, but I feel the demand for value-for-money purchases will only increase. And, like our Prime Minister has said, sourcing and investing in local businesses will be the key to ensure a lasting economic recovery. It has been one of the main lessons of the crisis arising from the pandemic.



For India, sourcing from and investing in local businesses will be the key to ensuring lasting economic recovery.



This might be great news for us, as Jai Industries is the only brand in India with the requisite expertise in this segment. Manufacturing our products in India has worked in our favor, in the past, and it continues to do so till date.

Today, this crisis doesn't affect many of Jai's clients because they have been very self-sufficient when it comes to running their machines, availability of tooling and spares and servicing requirements.

These extraordinary times will eventually give way to a new normal. The safety of our employees – as well as our stakeholders – will obviously be top priority. It is also likely that future consumer and business behaviour

may change as a result of this crisis.

While social distancing norms become clearer in factories, they are going to have an influence over staff attendance, production capacity, etc. Today, only demand can govern the scale of our operations.

As for the market, unnecessary expansion and spending will be discouraged as people will be looking for constant liquidity. Value addition to your products and services will be the key theme in this situation.

Transformation initiatives will help bridge us to new market realities by delivering more automation and new technology-enabled solutions that position us well for the future.

Most of our customers have expressed their interest in buying our machines, but right now, considering the losses faced by everyone, projects might be postponed for a few months and business will be slow. But we're still very optimistic about the whole situation and are very hopeful as we haven't faced any cancellation.

Keeping the business running without disruptions is the need of the hour. For that reason, we've taken measures to ensure that our customers' experience with us always remains positive. We plan to introduce a price range that will be favourable for our customers, and extend our warranty period too.

If possible, we would also arrange for free services which will help them kick-start their manufacturing operations. We have also been working on a contactless service approach for the safety of customers and our staff.

We've also considered revisiting our approach and have taken measures like conducting online seminars with customers, to help them improve business, given the current situation. If required, we will put additional schemes and offers in place to benefit our customers.

No matter how things look right now, we know better things will come our way. So stay strong, and hang on to hope. Things will only get better!

– The writer is Managing Director of Jai Industries (www.jaiindustries.com)



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Production uptake will be cautious

By Pranesh Chhibber

There is no escaping the global recession. With deep contraction in advanced countries, it is predicted that the global economy in FY 2020-21 will experience its worst recession since the Great Depression, surpassing that seen during the global financial crisis a decade ago.



Manufacturing operations are expected to get better organised, more disciplined, to cope with scarce labour and to conform to government advisories.



The 10 weeks of extended lockdown has cast a shadow of uncertainty over the trajectory of recovery; as such the Indian economy is bound to take a hard knock in FY 2020-21.

The gains resulting from the drop in crude prices and the recently announced monetary and fiscal stimuli by the government will also be impacted by the global developments and domestic containment measures, including supply chain disruption.

Further, due to the sudden demand shock, supply chain disruption and 'risk-off' environment-led liquidity squeeze, corporate India is set to see a decline in revenues and profits in the current fiscal, more so in the mid- and small-sized firms.

As a consequence India's projected GDP growth rate has been revised to well under 2% by the International Monetary Fund (IMF) for fiscal 2020-21. However, what is interesting to note is that India still remains one of the fastest growing major economy in the world, ahead of China (1.2%), despite having its GDP growth rate skid to a 27-quarter low towards the end of the last fiscal.

Going forward to 2020-21, the IMF expects India to bounce back with a robust GDP growth rate of over 7%, which kind of shows up as a bright light at the end of a dark tunnel. I am not too sure though, and prefer to wait and watch.

Post easing of the lockdown, I see social distancing still being practiced as offices and factories open up. People are likely to avoid big events and large gatherings. This would have a huge impact on many aspects of how the businesses will be done in the new normal.

Operations in factories and manufacturing plants are expected to get better organised and more disciplined to cope with scarce labour and to conform to government advisories.

Production ramp-up will be cautious, in response to consumption and demand. Consumption of non-essential goods is expected to decline with changed consumer priorities, thereby triggering a possible change in buying patterns.

Seminars and workshops will get done through webinars, at least for the first half of the fiscal, and virtual exhibitions will end up replacing trade shows in the short term as well.

New launches will happen on the Net rather at traditional venues. Networking too is certain to undergo a change. Social media, in the meantime will innovate, evolve and step in.

I expect even one-on-one meetings would be restricted to only necessary ones. People will rely more on tele- and video-conferencing. Digital communication will grow to be the dominant media, driving print to a distant second place in the new normal. Traditional media will need to relook their offerings, evolve and innovate.

We at Canadian Wood are alive to changes as they take place around us, and are well geared to respond to the challenges and opportunities alike during and after the Covid-19 pandemic.

– The writer is Country Director, Canadian Wood (www.canadianwood.in).

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Keep liquidity in constant circulation

By Pankaj Chandak

The lockdown in India on account of the Covid-19 pandemic was swift, uniform and extended. The opening up of the economy, however, will be in a phased manner, marked with random interruptions because of containment. Moreover, unless the key markets open up completely, the supply chain will continue to be choked.

So far as Praveedh Décor is concerned, our factory in Vapi (Gujarat) has resumed production, the corporate office in Mumbai is still under lockdown mode – but the sales team is active from home.

As a substantial portion of our purchases are import-based, our payments to our suppliers are either made in advance or through financial instruments, where the cash flow amount and time is pre-defined.

The inflows during the lockdown have been slow and minuscule. Thus, currently there is a huge burden on this account. Some orders have been delayed, some have been cancelled. A few orders we expect to deliver once the customers resume operations.

There are no restrictions on logistics, whether domestic or imports. If at all, the logistics bottlenecks have reduced since the lockdown started. Initially there was lot of clogging of material at ports, because of a host of reasons: late arrival of documents, low staff attendance in banks, lack of trucks and drivers at the ports.

It should be noted, however, that because of these issues, coupled with a substantial depreciation of the rupee, import costs have increased substantially.

We are fortunate to have a very wide range of products – from economical to premium. Thus, we have something for everybody. Our range is wide in terms of different finishes and material options which we offer: scratch-proof acrylic, PET, PP, PVC, HPL, high-gloss, super-matt, decorative paper, birch, MDF, and particle boards. Within each of these categories the decors are quite substantial.

Talent is very important for us. We are blessed that our team understands the gravity of the situation and has been extremely supportive of the company's decision. Everyone understands that we all have to sacrifice in the short term for the long term sustainability ▶

“

Land, Labour, Law – it would be interesting to see what kind of reforms are being introduced in these areas.



Fiscal prudence, discretion in expenditure and cash flow management will be the key for any business to help them sail through this crisis. It is even more important for all stakeholders to understand, appreciate and implement rotation of capital, which is crucial for everybody's survival.

It is like blood flowing to keep the body going. The moment this flow is choked, it would lead to catastrophic consequences for all the parties involved.

Other key points which I believe are important for the survival and growth of the furniture industry and businesses are: focus on key competences, standardisation of products and innovation.

The long term view looks extremely promising for the industry. However, in the short term the situation is fluid. Therefore, it would be advisable to take one day at a time.



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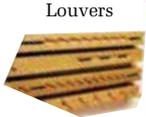
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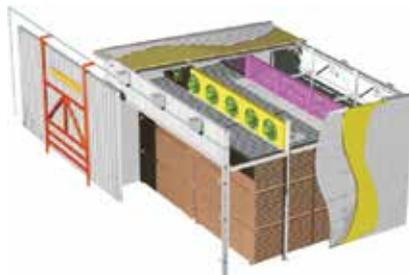


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of the company.

We have also expanded our distribution network by adding distributors in the central part of India. All our distributors carry sufficient stock of our materials to provide prompt service to our customers.

What we have done to offer prompt service to our customers is to stock up on our raw material. Because of our automated line, our production lead time is very short.

The weakest link in this chain is the dependence on transport providers to take

the material from our factory to our customer's factory or warehouse. We anticipate that the shipping times will shorten immediately once the lockdown is lifted.

The Prime Minister has laid down his vision for the growth of industry in the country. Land, Labor, Law and Liquidity are the areas in which he has suggested we can expect radical transformations.

These would provide the much needed impetus for the growth of the sector and business. It would be interesting to see what reforms are being introduced in these areas. But these are extremely crucial areas in which reforms are desperately required.

In theory, global supply chains would not be preferred. However, the practicality would override any theoretical ideas. For example, if the material or technology is not currently available locally – or if it is available economically or for competitive advantage – imports will always be part of our sourcing.

I don't see a 'New Normal' because of our collective amnesia. Once businesses resume, everybody will get involved in their diurnal activities, resorting back to what their style of doing business was before the Covid-19 pandemic.

For instance, social distancing norms will be very difficult to implement in modular furniture industry. But yes, markets will change and the organised modular industry will grow because freelance carpenters will not be favoured.

To me, the day end-customers permit service providers to enter their homes without fear, that's when our industry's ecosystem will come back to 'normal'.

– The writer is Managing Director of Praveedh Décor (www.praveedh.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 *Notes and News and Products & Processes* 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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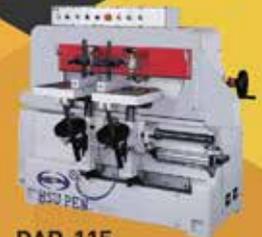


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Easy finance is enough: we will prevail!

By Satyan Thukral

The recovery process from the phased lockdown has three challenges: we are working but our customers are not; customers are working but we are not; we both are working but logistics is not; all three are working but the project site is not ready!

This broken supply chain will last for around 12 months, or till we have a vaccine against the raging Covid-19 pandemic. However, in times to come, India will emerge as the biggest beneficiary of the crisis because I see there is a trust deficit created by China.



I see another opportunity for carpenters: they can set up their own small workshops in their towns.



To help the furniture sector to recover, government should make available easy finance at low interest rates. With my knowledge of this industry, I am sure furniture making businesses will manage quite well.

I foresee a long-lasting impact on office, hospitality, educational and retail fit-out sectors of furniture manufacturing. The demand for home furniture will go up considerably, with focus on new segments like a home office, study room, library and kitchens.

As most of these private work sites will not allow many people in, the OEM segment of modular furniture will get a boost. Carpenters will have an opportunity to set up their own small workshops in their towns, rather than migrating back to cities. With labour shortage, automation in production will come in sharp focus.

The product portfolio of Caple Industrial Solutions is the largest in India so far

- from CAD-CAM software to power tools to classical machines to automatic machines;
- from solid wood processing to cabinet making to surface finishing; Indian to European and Chinese brands;
- from ACP fabrication to solid surface fabrication to dry-wall construction;
- and from project consultancy to spares and supplies to services.

Caple has invested in SAP Business One and Google Suite and was always on the cloud; during the lockdown we were either training or booking orders. We are dealers of many brands and understand the pain of a dealer.

Caple broadly is a direct sales company with seven demo centres in seven cities; but whatever dealers we have, we make sure they make money.

In the capital machinery and tools industry, lead time does not matter much because investments are planned much in advance. What really matters is service. Our service team should be able to travel and serve the customers to reduce downtime, if any.

The Covid-19 pandemic will, I'm sure, bring in a culture of personal and social hygiene. I think the 'Swatcha (clean) Bharat' push of the government will now encompass a 'Swastha (healthy) Bharat' culture.

As the economy opens up Caple has developed a few instruments that will be helpful to businesses resuming operations. Among them are our Covidisounts, Covid Campaigns, finance facilities, and a greater focus on support and service.

Of course, our leasing and 'rent-a-tool' facilities are some more options available to help kick-start production.

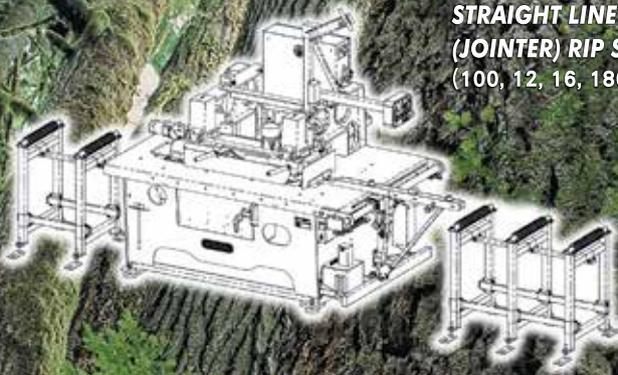
In the emerging scenario, the fittest will survive, the most agile will thrive. Remember that trust cannot be lost in woodworking because furniture is an integral part of our lives. Woodworking is a sunrise industry in India, and our day has only just begun!

– The writer is CEO, Caple Industrial Solutions (www.caple.in).

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Increase capacities, invest in marketing now

By Saurabh Jain

I see this lockdown on account of Covid-19 as an economic disruption that will adversely affect the furniture and decorative products market over the next few months.

All manufacturers in any field, especially small and medium enterprises, will be taking revenue losses. The real estate sector, which was already under recession for a long time, will also be badly affected. A cash crunch is also on the cards among the general public.

Most Indians would like to spend on basic necessities such as food, medicines and education first, rather than on furniture, which is comparatively a luxury for many. People will postpone furniture buying and delay interior projects.

So, demand for decorative surfaces will definitely be affected. Similar sentiments are present globally due to the pandemic; so even on the export front demand will be poor. But I also believe that, due to the large population of our country, we will overcome this phase in a short span of time.

I see this lockdown as an opportunity to think and plan for the future, upgrade team skills, increase product range, and develop better marketing tools. All producers should plan and invest in these activities.

Change in business strategies will be the need of the hour. Companies will need to infuse funds or capital, cut down unnecessary expenses, and postpone some events or expansion plans for some time to maintain cash flow.

As a team all producers, distributors and retailers should work out new credit policies and strictly adhere to them. This will help bring the economy back on track rapidly.

The cash-n-carry model should be promoted by giving extra benefits. Only businesses with cash payments or secured credit mechanisms will be able to grow during this phase.

I believe organized OEMs and Indian furniture market will definitely grow in both the domestic and export markets. The domestic market will grow because, due to lockdown, labourers and freelance carpenters have migrated to their native lands. This is an opportunity for OEMs to grab a big share from the unorganised market.

It is also time the OEMs and other furniture manufacturers adopt the latest raw materials, use more of pre-laminated panels, so that they have an edge over traditional carpentry materials such as mica or veneers.

There are bigger size pre-laminated boards available, which can be optimised best to reduce wastage and result in cost savings. OEMs will also shorten lead times on their projects and reduce dependence on labour.

Combined with the use of right materials and good quality, furniture manufacturers will enhance faith of the consumer in their factory-made products.

I feel we should all invest in global marketing now, increase our production capacities, and offer world-class 'Made in India' furniture to the world. With a positive approach and the right quality products, Indian furniture producers are set to grow.

– The writer is Managing Director, Decora Group (www.decora.in).

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With the exodus of labourers and freelance carpenters, it's time for OEMs to grab a big share from the unorganised market.





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Seek out high-performance alternatives

By Nitin Vaze

Government and institutions have limitations to what they can do. Each one has to take up its own challenge to survive, stabilise and grow under the difficult conditions at present. But there is no doubt that new opportunities will emerge for the Indian furniture manufacturing industry, sooner than later.

I foresee significant growth in the organised sector going ahead. This should translate to good demand for high quality products.

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Our global supplier factories never stopped production during the pandemic. Presently all our orders are on hold as all our Indian customers are closed during the nationwide lockdown.

We have been extremely supportive and understanding during this period, holding inventory of all cargo which could not be shipped to our customers. We had no cancellations; only requests for postponement of deliveries. We are also extending liberal credit to our customers of to support resumption of business.

But recharging our business through our distribution chain is a major challenge. Most of the key markets continue to be designated as Red Zones. Customers are postponing visits to showrooms and outlets due to rising incidences of infections in the country.

There are no quick-fix solutions. However, disruptions on the global level will fall into routine faster as international trade opens up. In my opinion, for the complete eco-system to stand on its feet, it will take at least a couple of months.

Extensive interactions with distributors, manufacturers and newcomers with profitability models will be our key focus to bring back the trust in the woodworking business.

– The writer is CEO, Sleek Boards Marketing Services (www.sleekboards.com).

“

The ‘New Normal’ is presenting requirements for performance-driven doors and modular furniture, which were not in focus of customers before.



Products such as tubular infill and sleek skins are budget-friendly, high performance alternatives that help our customers to save costs while delivering high quality products.

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Kitchen industry must cook up a successful broth



Hettich India organised a webinar in April 2020, which saw participation from more than 1,400 professionals from the modular kitchen industry across India – manufacturers, suppliers and retailers alike. As befitted the context in which the 2-hour webinar was held, the topic was ‘Fitting the Post-Covid19 Scenario’.

Headlining the webinar as panellists were Mr Anil Mathur (COO, Godrej Interio), Mr Khanindra Barman (CEO, Wurfel Küche), Mr Kirit Joshi (Co-founder, Spacewood), Mr Ramakant Sharma (COO, Livspace) and Mr Srikanth Iyer (CEO, HomeLane).

According to Mr Anil Goel, MD of Hettich India, there will be a US\$ 3 trillion hit to the Indian economy on account of the global spread of the virus and resultant shutdowns forced on economies across the world.

Sharma termed the spread and virulence of the contagion as “unprecedented” and added that it was difficult, at this point of time, to gauge its ramifications and estimate losses.

Pandemic impact

However, he felt that so far as India goes, the economy would recover sooner than later. He predicted that instead of a V-shaped recovery (down for 3 months, bouncing back in another

3 months), India might see a longer, U-shaped emergence from the setback.

Mathur felt that for India it would be “short-term pain”, adding that resilience among Indian enterprises and a huge domestic market would pull it through. However, a lot would depend on the recovery of the real estate and construction sector (home, commercial and hospitality).

He suggested that there could be a 6-month delay in completing projects and handing over residential and commercial spaces to customers. He expects a 50% drop in orders for new furniture or home renovation in the 6 months after the social lockdown in India is lifted.

Goel agreed that shops in malls would take a big hit, and foresaw a marked drop in people spending on furniture or home improvement in the initial 6 months. “Initially, people will save, rather than spend,” he said.

On the bright side, he noted that in China (where the epidemic began and citizen lockdowns were first imposed), about 80% of manufacturing had resumed and business was getting back on track.

Market trends

Goel stressed on the fact that the emerging ►



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A webinar on Modular Kitchen Industry – Fitting the Post COVID-19 Scenario



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Mr. Ramakant Sharma
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Mr. Shrikant Iyer
CEO & Founder, HomeLane.com

Mr. Anil Mathur
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Mr. Khanindra Barman
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Mr. Anil Goel
MD, Hettich India Pvt. Ltd.

19th April
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consumer markets would be vastly different in terms of specifications, and the focus on product quality would grow sharper.

Iyer felt that, in the medium and long term, people would spend more on kitchens and storage. The nationwide lockdown had exposed home owners to operating kitchens and other utilities first-hand. “In the post-Covid scenario, reliable furniture will become a must-have,” he said.

Agreeing with him, Mathur said there would soon emerge a consumer surge of about 15% that would insist on better homes, made-to-order interiors and reliable functionalities.

Iyer said Indian demographics indicated that India was on the cusp of another “baby boom” – and that was an emerging market that would require manufacturers’ attention.

He also felt that, in order to sell residential units to people, builders might have to bundle kitchens into the deal in the form of value addition.

Sharma noted how, with life returning to normal in China, the market there had realised the importance of good storage

Goel also drew attention to the fact that, in initial months at least, Indian households would prefer cooking at home rather than going out to restaurants. That would make kitchens even more important as family spaces than ever before.

Taking stock

As the industry prepares business with the phased lifting of the nationwide lockdown, questions were raised regarding the loss of production, rentals for commercial spaces, employee wages, re-connecting with the disrupted supply chain and rejuvenating the entire ecosystem for modular kitchens.

Barman noted that crises usually bring all stakeholders together, and this time it should be no different. During this “survival period” it would be essential to talk with owners of commercial premises to seek a rent-free period of a couple of months, he said.

It would be a win-win situation for both, the owner and the tenant, if they could agree to a gradual increase in rent as business picks up, Barman felt.

“The owner will also not get a new business ▶

tenant for the next 6 months,” he said. “It would be better for the owner to have a business operating out of his premises than none at all!”

Joshi was a forceful votary of being cautious in difficult times. “Conserve cash, but also retain your human capital,” he said, noting that trained and loyal employees would be difficult to come by in the post-lockdown scenario.

“Instead of rigidity, we must display empathy,” he said. Production staff must be paid on the basis of government regulations and guidelines. Support staff, on the other hand, should also be paid proper sustenance for the duration of the crisis.

On employee salaries, Barman agreed that it would depend on each company’s culture. But, he urged participants, “Talk to your employees about the scenario; don’t take wrong advantage of them.”

“Even if the situation demands that salaries be cut, restore them as business picks up in the coming months,” he added.

Mathur proposed a formula: while top

management could take a 30% cut in salaries, administrative staff could do with a 10% cut during the transition. Production staff could surrender leave in lieu of the lost hours at work – these could be regained in future by working overtime.

He also suggested deferred payment of performance bonus to exemplary employees. Iyer mooted that ESOPs could be a good way to retain and honour talent in cash-strapped times.

Way forward

On tackling cancellation of orders, Joshi was of the opinion that these could be converted into deferred deliveries, giving customers more time to plan and summon their resources in the changed scenario.

Kitchen manufacturing involves three broad costs – design, production and installation. In case of cancelled orders, the cost of design must not be refunded, Joshi said.

Sharma went a step further to say that the reasons for cancellation must be ascertained because this feedback would help a kitchen manufacturer to prepare for the future and ▶





offer better solutions.

Iyer had a suggestion: instead of allowing cancellation of orders, the manufacturer/retailer must re-negotiate deals and help the customers reach a positive outcome.

He insisted that the demand for sturdy modular kitchen, reliable appliances and automation would only rise with time – and that this was a market waiting to be tapped.

Factory reboot

With the hurried closure of industrial production following the nationwide lockdown to arrest the rapid spread of Covid-19 infections, many industries did not get time to adopt adequate procedures to shut down production, confabulate with the supply chain, or alert consumers about the coming indefinite disruption!

Rejuvenating supply chains, reopening marketing channels and resuming productions is, therefore, a big challenge for manufacturers, according to Joshi.

It will take a month for most factories to get their machinery in working order, re-assemble their dispersed employees and re-connect with their suppliers. “Additionally, for many manufacturers, imported materials have been held up at various ports,” he said, adding that unless the entire furniture manufacturing ecosystem is up and in place, one cannot really talk of resuming production activity.

Even more important, he noted, would be the implementation of new government stipulations regarding worker safety – from social distancing and hygiene requirements, to restrictions on staff numbers and working in staggered shifts. Joshi predicted a 4-month interval before all these could be put into action.

Sharma sounded a word of caution: if, after resumption of production, even one case of a Covid-19 infection on the production floor could result in closure of the entire factory for another 3 months. For managements it would be of paramount importance to ensure an incident-free resumption of factory operations.

Govt. assistance

Mathur noted that until now pricing of imported raw materials for kitchen manufacturers hinged on the value of the Indian Rupee against foreign currencies, notably the US dollar and Euro. Even domestic suppliers would benchmark their products to this, he said.

It was now time for the government to bring in a mechanism that would break this stranglehold of frequent fluctuation in currency exchange rate, and bring domestic suppliers in line with some rational pricing system.

Besides this, Mathur said the government could reduce GST on materials for some time

to act as a stimulus to industry growth; and motivate banks to be liberal in lending to the MSME (micro, small and medium enterprises) sector.

However, Joshi had a counter argument to reduction of GST – he said that although Indian furniture manufacturing was a Rs 2 lakh-crore industry, there was rampant GST avoidance!

“Only if there is widespread compliance with taxation rules, the government might consider relief in GST rates,” he said. But he agreed that customs duties on imported fittings and raw materials for the furniture industry should be reduced.

Sharma drew the attention of participants to existing assistance schemes of SIDBI (Small Industries Development Bank of India), under which term loans of up to Rs 2 crore can be availed by MSMEs.

SIDBI has its head office in Lucknow, with important offices in Mumbai and New Delhi, along with 10 regional offices (Toll-free helpline: 1800226753). Its emphasis is on financing smaller enterprises within MSMEs.

But it also helps existing enterprises undertaking expansion, to take advantage of new emerging opportunities, as also undertaking modernisation, technology upgrading or other projects for growing their businesses.

Game changers

According to Iyer, demand will be subdued in the first 6 months after reopening of the economy. This will be a time to focus on fulfilling contractual obligations of existing orders for kitchens. As time passes, he foresees an uptake in business.

Sharma stressed on the need to gauge changes in market behaviour and demand because of the drastically changed economic circumstances; and understand the changes with the help of previous customers’ track records.

Barman noted that – with the month-long experience of people staying at and working from home – there would be a growing sentiment for home security and improvement.

Sharma went on to assert that the kitchen industry must look at the emerging concept of “home office” and adopt strategies to engage

customers’ attention and gain their trust by understanding their changed needs.

Joshi noted that in future furniture making would shift from on-site manufacturing by small carpenters with hand tools to factory-made products. This would be made possible by the customers’ need to minimise person-to-person contact.

Agreeing with this opinion, Sharma felt that the entire supply, manufacturing and retail chain could gravitate towards a well-established, mechanised and organised industry profile.

Enter innovation

Mathur felt that affordability of the industry’s products would be a big challenge in the months to come. He stressed on the need to go back to the design desk, to add value to kitchens – but without compromising on quality.

Giving an example, he said that by making full use of the modularity concept, kitchen manufacturers could give their customers the option of retrofitting of additional storage and functionalities at a later date, when the customer is ready to invest more money. He also suggested building more finance options to suit the needs of customers.

On bringing down the price point, Sharma suggested the reduction of SKU options in terms of styles and sizes, range of colours and finishes. This would cut inventory holding costs and thereby the cost of kitchens.

He indicated that do-it-yourself class of furniture would catch up very fast, and the suppliers should be aware of the potential for that market.

Joshi whole-heartedly agreed on reducing SKU options to minimise inventory costs. Such a step would bring in standardisation across the industry, he felt, thereby reducing manufacturing costs and offering affordable kitchens.

Joshi also stressed on employing alternate materials – especially those being made within the country – to bring down costs. Saying that adversities such as a recession resulted in a sharper focus on innovation, he said value engineering must be taken seriously.

– *Reported by Dhananjay Sardeshpande*

Catalyst in a growing market



The woodworking trade show (27 Feb – 02 March) drew a record number of exhibitors and visitors, to pass the litmus test amidst the COVID-19 scare

The 11th edition of IndiaWood concluded successfully in early March this year in Bengaluru, under the banner of NürnbergMesse India. The region's most important trade fair again reiterated its relevance and significance to the woodworking and furniture manufacturing ecosystem on the sub-continent, and beyond.

The event has evolved as the biggest woodworking industry show in the region, covering 65,000 square metres of exhibition space with exhibitors from more than 50 countries.

Deemed as the most effective platform for display of furniture manufacturing machinery, raw materials, panels, hardware, components and accessories, the 5-day mega show at Bangalore International Exhibition Centre, emphasised the need for carpentry, skilling, innovation, automation and digitalisation as the key essentials to drive the Indian furniture manufacturing and woodworking industry.

1 *Despite the COVID-19 scare, and before it blew into a pandemic, IndiaWood 2020 registered over 65,000 visitors from 40 countries.*

Book now for DelhiWood!

Bookings for exhibition space are now open for DelhiWood 2021. It will take place during March 4-7, at the India Expo Centre & Mart in Greater Noida, India. For details, visit www.delhi-wood.com.

The 2020 edition of the show witnessed 878 participants from 50 countries and 13 country pavilions from Canada, Finland, France, Gabon, Germany, Italy, Japan, Latvia, Malaysia, Russia, Sweden, Taiwan and the USA. It covered an exhibition area of 65,000 square metres, spread over five dedicated, themed display halls. ▶

Top draws

Witnessing participation from top international companies like Altendorf, Biesse, Felder, Grass, Hafele, Hettich, Homag, Rehau, Renner Italia, SCM and many more from various product categories, IndiaWood 2020 highlighted the potential of the Indian woodworking industry.

Furniture and kitchen manufacturers, architects, interior designers, timber traders, saw millers, builders, contractors, hardware distributors, dealers from all over the country and the neighbourhood – among them Nepal, Bhutan, Sri Lanka and West Asia – and countries further away participated in the 5-day industry event.

The woodworking industry’s signature show was also the biggest knowledge sharing platform for the stakeholders. Seminars were held on latest trends and innovations, including raw material sourcing, which addressed the major challenges and opportunities.

Additionally, the Furniture & Fittings Skill Council of India organised various skill development programmes for the duration of the show.

For the first time ever, IndiaWood 2020 featured NürnbergMesse’s latest addition, the India Mattresstech and Upholstery Supplies Expo, which complemented the main show perfectly, with new pavilions featuring mattress and upholstery production technology, machinery and supplies.

Exhibitors happy

Mr Pekka Paasivaara, Global CEO of Homag Group, said: “We are very happy to be part of this exhibition also in the future. We are very



confident the India market it will experience strong economic growth. The furniture industry is experiencing a rapid growth from an unorganised to organized industry, and we are supporting it to move into industrial production.”

Key Highlights

65,000+ square metres of exhibition area

Five dedicated halls with various themes

More than 870 exhibitors from 50 countries

Participation of 13 country pavilions

Visitors from more than 40 countries

More than 65,000 trade visitors

Knowledge, skill development programmes.

2 *Top machinery manufacturing companies from across the globe were at hand to offer the latest in woodworking technology.*



3 *International exhibitors in various product categories highlighted the potential of the Indian woodworking industry.*

4 Furniture and kitchen manufacturers, architects and contractors, hardware distributors and furniture designers came calling at the premier show.



According to Mr Gourav Bajaj, VP Sales & Marketing at Hettich India, “IndiaWood 2020 has become grander and has consistently witnessed an increase in participation. Despite the COVID-19 scare, the visitor number was significantly higher than the last time. The event is a good resource base for every customer connected with the woodworking industry.”

Mr Dhanesh Bhatia, Director of Aryamman Interior Solutions, said: “The response we get at IndiaWood helps us to connect and develop our business with our existing and new customers at a much better level.”

5 The management of NürnbergMesse India with prominent exhibitors at the inauguration of the 5-day show.

Mr Gopi, Managing Director of Woodtech Consultants, said his company had a live demonstration display of over 47 machines. He noted that a lot of visitors from all over India, and also from Africa and West Asia visit this show.

“Especially in India, industry professionals wait for this exhibition to buy the machines during the show. IndiaWood has helped the industry to grow in terms of creating awareness and showcasing technology,” he added.

Growing market

According to Mr Peter Ottmann, CEO, NürnbergMesse GmbH, “IndiaWood 2020 witnessed remarkable growth, both in terms of exhibitor and visitor numbers, and succeeded in bringing newer technology and innovations to the forefront. It will continue to remain the most important meeting place for the woodworking industry in the Indian sub-continent.”

Mr Jürgen Köppel, President of Eumabois, continues to remain upbeat about the scope of the Indian market and the opportunities it offers. “Indian manufacturers are upgrading their production and developing new business models. India is in transition from a developing to an advanced economy, and this is evident in the growth of IndiaWood.”

“IndiaWood is a significant exhibition and brings an altogether new experience with every edition!” said Ms Sonia Prashar, Managing Director, NürnbergMesse India. “Companies aiming to gain a foothold in India should not miss this event.”



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Altendorf F25: power-packed table saw

The Altendorf range offers various sliding table saws for a wide variety of applications. The new F25 comes with all the usual qualities, but in a compact design.

Materials such as wood boards, solid wood, wood-like materials or extruded profiles can be easily processed, thanks to the best precision, simple handling and excellent cutting qualities.

The saw aggregate, which can be tilted on one side, also enables angular cuts. The smooth-running sliding table, in accordance with the Altendorf system, is part of the standard design, as is the digital display of height and tilt.

The machine is equipped with all the basic features: manual rise/fall and tilt adjustment (0-46%) for main saw blade with digital display; motor rating of 4kW (5.5 HP), 4200 rpm; and a sliding table of length 3200mm.

The rip fence includes fine adjustments, with a cutting width of 1000mm; a cross-cut fence with a fixed 90-degree angle and stops to 3450mm. The scorer unit is a ready upgrade.

The maximum saw blade diameter is of 315mm with a maximum saw blade projection of 104 mm; a cutting depth of maximum 100 mm at 45-degrees; and a working height of 88mm.

To adapt the machine to different needs, additional accessories and optional equipment are provided. The front support roller helps the workpiece when trimming or longitudinal cutting.

An LED light in the area of the scoring unit creates better safety when the scoring unit is being used. The optional rip fence with digital display provides even more convenience.

Aristo covers space, floor to ceiling

Modern day living means that we are looking at spaces that are significantly smaller, and for reasons such as the lack of domestic help, working lifestyles and so on.

The question that arises is what Aristo seeks to answer: how, in the limited space that we have, does one store all the various collections we own, and yet maintain some semblance of an organised home?

Aristo Reflections is a floor-to-ceiling, smart storage wardrobe solution. Such large wardrobes are not a new invention, but they have become increasingly prevalent in the last few years, as they are extremely suited to the modern home.

More storage is the reason for the popularity of the floor-to-ceiling concept. These wardrobes are 10 feet in height and are aesthetically designed, with a single loft shutter that ensures continuity in design.



Aristo Crystal wardrobe, as the name implies, have shutters made of clear glass to ensure visibility into the inner spaces. The slim design and horizontal lines make the **Aristo Latitude** wardrobe look uber-chic and perfect for a modern home.

As space is usually one of the main constraints in most homes, these wardrobes circumvent this issue by sliding open, rather than swinging out into the room.

The **Aristo Classical** wardrobe have European grooves, mirrors and chequer designs to give it a classical look, while the **Aristo Impressions** wardrobe allows you to print and customise them.

Top quality drop-down, perimeter seals for doors



door. These seals help in achieving the key functionality of a door by bettering the privacy of sound function that every type of door should provide.

Athmer has been producing automatic door seals and perimeter seals for more than 60 years and offers the right solution for practically every type of application and supports the principles of sustainable and energy-efficient building.

Sleek Boards introduced world class accessories from Athmer Sealing Systems that are necessary for optimum performance of a

Its extensive range of automatic drop-down seals guarantee a drop seal for every type of door, be it an aluminium door, PVC door or ▶

wooden door. The advantages of the drop-down and perimeter seals include:

- The seals prevent noise from penetrating from the outside to the inside or vice-versa.
- Special sealing profiles made of smoke-resistant materials enhance safety and makes rooms Smoke Proof.
- Doors with automatic drop seal can isolate moisture, and make indoor more comfortable and Moisture Proof.
- Well-sealed doors reduce air draught in the room. This creates a more comfortable and draught free room.
- Thanks to well-sealed doors, less energy is needed for cooling in summer and less energy is needed for heating in winter.
- The sealing of the gaps of the door provides effective protection against the entry of

insects from door gaps.

- Special sealing profiles made of smoke-resistant and fire-retardant materials enhance safety and makes rooms fire Proof.
- Specially developed for radiographic rooms in hospitals and medical practices.
- Athmer radiation protection seals help to reduce the radiation level.

A wide variety of drop-down seals, perimeter seals, intumescent strips and finger protection systems were on display at IndiaWood 2020.

Also, on display was Hofundur's first-ever triple-acting door-set with fire and acoustic rating and smoke arrestor technology produced in India using door infill from Sauerland Spanplatte and sealing systems from Athmer.

Efficient dust collectors from

Axcent Tech

Axcent Air Flow Technologies designs, manufactures and executes air pollution control and air handling equipment and systems. It caters to the wood, food, agro, automotive, chemicals and pharmaceutical industries. It makes axial flow fans, centrifugal blowers, dust collectors, spray paint booths, wet scrubbers, rotary air locks, screw conveyors, dampers, etc.

Axcent provides total end-to-end solutions to air pollution control problems through innovative, reliable, efficient and quality products at most affordable prices.

The equipment has uniquely designed high suction efficiency, is portable and includes a range of modular pulse jet dust collector. These dust collectors are silent and more compact. There is easy fixing and removal of filter and collection bags; and less frequency of filter and bag cleaning.

Its products are manufactured by using the best quality of raw materials, are robust in construction, more durable and require less maintenance.

Check out Axcent's range matching different industrial requirements and applications at www.axcentairflow.in.



Biesse's Sophia IoT platform

gets eyeballs

Visitors to IndiaWood were able to experience its state-of-the-art technologies for wood processing, integrated with and supported by software and services for the automation and digitalisation of the factory.

Among the new developments on display this year were the latest Biesse machines like the new robust panel saw, edge banding series with a wide range of machines, Skipper 100 CNC horizontal boring machine for sandwiched panels, Rover A with 5-axes head with continuous interpolation, and SetUp assistant which offers foolproof work table settings.

There was the Rover S-FT flat table CNC for nesting of panels, and the very popular Rover Gold machine with advanced options like the bPad and bTouch interface developed by Biesse.

These are machines guided by software to manage the various needs, and able to carry out work in pre-determined times, but always with the same standard of quality.

Biesse was also proud to demonstrate for its clients all of the features of Sophia, Biesse's IoT (Internet of Things) platform, created in collaboration with Accenture Consulting, which provides its clients access to a wide range of services for simplifying and rationalising the management of their work.

It is based on a connection to a cloud service and to special sensors applied to Biesse



machines. The information and data on the technologies in use can be recorded and sent in real time to optimise performance, prevent malfunctions, and increase the productivity of machines and systems.

In addition, the direct connection to Parts, the Biesse replacement parts portal, and the chance to upgrade software with just a few clicks, provides clients with everyday work tools that can simplify a host of tasks.

The main value of Sophia is the power of its predictive nature: the ability of this technology to provide a vision of the future, anticipating issues that may arise, identifying solutions, and improving performance.

The IoT features within the platform guarantee a significant increase in productivity, thanks to a process of constant, accurate, and comprehensive analysis and reporting on manufacturing performance.

Caple introduces PantoRouter



The PantoRouter is a precision woodworking joinery machine capable of precise, repeatable mortise and tenon joinery, compound angle joinery, multiple and custom shaped mortise and tenon, fast and accurate dovetails, and fast and accurate box joints.

The PantoRouter makes traditional woodworking joinery fast, accurate, safe and fun. Mortise and tenon, box joints and dovetails are just the beginning! Even ▶

compound angles are easy to setup and cut.

The PantoRouter uses a guide bearing to follow a template which moves the router bit to cut a pattern identical in shape but 1/2 the size. It consists of template holder, pantograph assembly, tilting table, hold-down clamp, linear bearings, plunge lever, centering scale fence and dust collection hood.

Using engineered plastic templates and a combination of guide bearing and router bits the PantoRouter can cut both the mortise and tenon for a perfect fit.

In addition to precision mortise and tenons,



the PantoRouter will make box joints, dovetails, sliding dovetails and any number of unusual shapes or multiple mortise and tenon combinations on a single work piece.

The practical size limit for the work piece is 4" high x 8" long. You can index the piece when cutting dovetails and box joints and make much longer pieces in multiple passes.

Chopal's top-of-the-line plywood machinery



Chopal Engineering showcased a range of plywood manufacturing machines which include core veneer composer, vertical panel jointer, L-shape composing machine, L-shape panel jointer, edge cutting machine, and falli jointer machine.

In addition, the fully automatic DD saw machine, Vega model peeling machine, economy model, was also on display.

These machines are needed to make export quality plywood without any over and core gap in the ply. These machines not only improve quality but also decreases the production cost. These machines can save labour costs by 75% and where one hot press requires 15-20 persons working on three composing tables, here only 5 persons can do the job easily.

The core veneer composer is a fully automatic machine made in collaboration with Changxing. The machine can make 8'x4' sheets, which leaves no chance of gapping and does not require much labour to work on. The machine saves lot of core finishing work, as it detects cavities, trims and splices it and improves the quality of the final product, while saving on labour costs.

The vertical panel jointer is space saving, accurate, and easy and safe to use. This is again a fully automatic machine and all processes, from cutting to veneer finger splicing and joining by applying glue to make 4'x8' veneer sheet to create superior quality veneer, is handled by this machine.

The L-shape panel jointer is again a fully automatic, continuous and efficient veneer processing machine. First composing into 4'x4' sheets, it then 'splices and finger joints' them vertically into 4'x8' veneer sheets of superior quality veneer. It only requires one person to run the machine.

The edge cutting machine is a fully automatic machine that cuts the core veneer and falli on both sides to a minimum possible, to make it accurate at all the corners. This machine doesn't require much space and only one person can do the work.

The falli jointer machine is an automatic machine, which can compose all falli into long veneer according to size requirements. The machine saves a lot of time and takes less space to run.

The fully automatic DD saw machine ensures exact plywood size with meticulous precision. Also, any desired size can be sawed by this machine. In addition, it also saws edges, and does stacking.

The Vega model peeling model is recognized for its peeling technology and quality. It can be best described as a high-speed technology, user-friendly and durable machine. Its output is remarkable due to its knife tilting system.

The CTC economy peeling machine is very pocket friendly and can be best described as high-speed technology at the lowest price in terms of durability.

Ornare creates an uber-chic look

Decora Kitchens, which manufactures Ornare premium high-gloss acrylux panels made with German technology, is a leading supplier of top-of-the-line decorative panels for kitchens and home interiors.

It introduced to India the first German PUR flat lamination line for high-gloss acrylic panels, a breakthrough technology that provides a more superior effect compared to laminates, paint, vinyl or UV.

This means enormous depth of gloss from the acrylic (ABS+PMMA) with markedly improved scratch resistance and surface effect similar to glass.

However, at this year's IndiaWood, it has gone beyond kitchen cabinets and domestic interiors, to showcase the versatility of these very panels in commercial settings – and its stall has to be seen to be believed!



Playing with light (gloss) and reflections (mirrors), its Infinity desk presents a stunning sight to behold. Equally impressive is the “wave” form created with the help of hanging ceiling panels over one side of the stall. Like we said, seeing is believing!



Ebco launches Cube concept



Ebco, India's largest furniture fittings supplier, thinks that space matters, and that every inch counts. Keeping this in mind, the company has taken the right approach: you need big ideas and the right selection of multi-functional furniture that works on smart fittings.

It appears that you have only so much. But wait, think again. What if you could do so much more with it? What if the spare room can have a bed, a sofa and a work station? Sleep, lounge, work or study – all in the same room?

At IndiaWood 2020, the Ebco stall launched its Cube concept. The company has put together a working home with a living room, kitchen and dining table, double bed and wardrobe, a child bed and a study table – all in just 199 square feet!

With the help of 199 smart fittings manufactured by Ebco, an architect or interior designer can accommodate some of these utilities in even smaller spaces.



Six softwood suppliers from Finland showcase products

The 'Wood from Finland' programme promotes Finnish sawn softwood and its applications in selected market areas and segments. India is an important market for Finnish timber suppliers, some of who came to IndiaWood 2020.

FM-Timber is a group whose annual sawn timber production is 1,50,000 cubic metres (60:40 Spruce and Pine). Its principle is to produce sawn timber customised to each individual customer's requirement.

The company can efficiently fulfill customer demands regarding sizes, grading, length and kiln-drying. Its factories are situated in the middle of high quality, tight grown forests which are the principal starting point for competitive high grade products.

Hasa is a private sawmill company, located in west/central Finland. The company has four production plants with a total capacity of half a million cubic metres of certified timber. About 70% of the production is Pine (*Pinus Sylvestris*) and 30% is Spruce (I).

The company is specialized in cutting small dimension logs, suitable for joinery, furniture, indoor panelling, gluelam beams, thermowood, impregnation, log houses,



construction etc.

Koskisen Oy is a family owned company with over 100 years' expertise in wooden products in southern Finland, just 100 km north from the country's capital, Helsinki. Production consist of sawn and processed timber, plywood and chipboard.

Koskisen's two sawmills produce both species, Redwood and Whitewood, all certified. Koskisen's wide range of processed timber includes interior and exterior cladding, ▶



flooring panels, strength graded and calibrated construction timber, planed all around timber and fencing timber.

Lunawood products are authentic piece of Nordic forest and the result of years of dedication to sustainable wood. It is a company inspired by the vision to be the global market leader and forerunner in sustainable wood product solutions.

Its mission is to re-connect nature with people in urban environments. It wants to bring the soothing effect of forests available for all. It manufactures about 1,55,000 cubic metres of thermowood annually.

Luvia Sawmill is one of the largest family-owned sawmills in Finland. It produce early 3,00,000 cubic metres sawn goods, of which it further process 50,000 cubic metres to interior panels, lacquered, painted ,waxed, oiled and floorings.

It produces also claddings with different profiles, primed and top-coated, with a 10-year warranty. Wood is a living, renewable natural material. The company knows how Finnish wood grows and behaves in various conditions. It has genuine timber products for all surfaces.

Tammiston Puu & Aureskoski have a tradition in wood processing since 1864. The main Aureskoski products are floorings, interior panels, sauna products, Kivipuu and impregnated wood. All its products are made out of high quality, selected Finnish raw materials, considering the nature of the timber.

Timber is not only environmentally friendly, but has the capability of improving the quality of internal air. These floorings will allow users to feel the natural warmth of the wood.

The company's planed and painted panels offer many possibilities for outstanding wall and ceiling surfaces. In part of its collection there is possibility of using hidden nailings. The ready coating and end grooving make installation easy and quick.

Kivipuu is a completely non-toxic durable wood based on nature's own fossilisation process. This makes it extremely durable and fire safe. Fossilised wood patinates in the sunlight to a beautiful gray. It does not need care, so it is virtually maintenance-free. The raw material used is selected Finnish pine, which is processed into high quality Kivipuu.





Finsa launches SuperPan boards in India

Finsa, a pioneer in the manufacture of particleboard and MDF in Spain, has introduced its patented SuperPan range of melamine-faced boards in India. It partners with the Indian representative, Coast-To-Coast Veneers.

With annual sales of 916 million Euros in 2018, Finsa has commercial branches in 17 countries and exports its products to more than 70 countries.

The innovative Finsa SuperPan range consists of two external MDF faces and a chipboard core, coated with a decorative film impregnated with melamine resins. Due to the smooth and compact fibre wood surface,

the likelihood of surface chipping and cracking is significantly reduced.

This decorative panel is also paintable, highly resistant to impact and is cost-effective. The Gama Duo melamine range consists of a total of 169 designs and 12 textures. Choices can be made from unicolour or wood designs, materials such as textiles, leathers and stones and more.

The five new finishes are Mesura, Boreal, Teide, Ideal Glow and Ideal matt. They all come in thickness of 10-44 mm, and are resistant to UV radiation, scratches, weather changes and chemical spills.

CNC routers from Flexitech

Flexitech is one of the leading industrial equipment companies in India, manufacturing equipment such as CNC routers, through continuous innovation and learning advanced technology in machine tool industry.

One of the companies it represents in India is the Sino-US collaboration, TigerTec Inc. whose product range includes woodworking CNC routers.

The CNC machining centre (routing, nesting, drilling) is the gantry machined centre with robust, well balanced structure, designed for nesting applications of wood and wood-based materials.

It is capable of handling demanding machining requirements without



compromising on product quality. The machine is available in two models: TZ408-12-9A and TZ612-12-9B.



Häfele opens 'Inside the Box' concept

Häfele, the international leader in interior functionality, has revealed a fresh range of interior products using an innovative 'Inside the Box' concept during IndiaWood.

The 'Inside the Box' concept was conceived to break the stereotypical mind set of constraints that are associated with living in smaller spaces, especially in metro cities where real estate prices are skyrocketing.

Created using chipboard to give a packaging material look from the outside, the booth



allowed visitors to visualize a premium standard of living using high-end multi-functional products that serve more than one purpose, hence saving on space and investment.

Through an extensive display spread across 300 square metres of stall space, Häfele is illustrating how clever solutions can be used to transform homes to get more utility out of the available space.

Häfele has managed to answer many questions raised around the mega trend of micro-living that presents itself as the ideal solution to the ever-decreasing home spaces and constantly increasing real estate prices in metro cities across the globe.

The Space Square Range of transformable furniture solutions adds “more life per square metre” to homes and interior spaces. Häfele has revealed an assortment of transformable furniture fittings under its new range that virtually multiply the space available.

Space2 is a futuristic range that includes state-of-the-art bed fittings, rotatable kitchen countertop fittings and table fittings. These fittings integrate effortlessly within the interiors and astutely utilize the space available.

Häfele’s fifth generation of furniture lighting solutions, Loox5, makes lights easy, logical and linear. These lights have been engineered keeping the utmost comfort for the consumers in mind.

Spazio is the new cooker hood by Falmec, which increases the space available around the hood for a complete and dynamic cooking experience. A full range of new built-in

combined fridge/freezers, fridges and freezers from Asko of Sweden come with features including Dura Fresh, automatic humidity control and unique handmade wooden accessories.

Blum’s new fitting for stay lifts, Aventos HK, makes it possible to achieve easy access and better workflow for overhead cabinets in the kitchen. The kitchen space also houses sinks from Blanco, the countertop made of Caesarstone and the kitchen unit shutters are used of Dekton finishes.



Slew of innovative systems

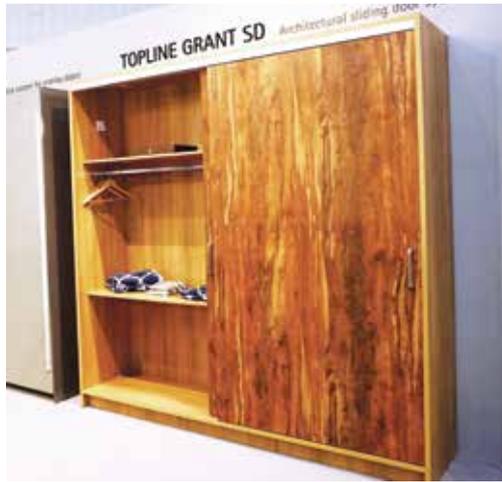
from Hettich

Hettich had on offering a wide range of innovative hardware systems. Its LegaMove is an aluminium, anodised, silver power-assisted column system for vertically lowering and raising.



Various sliding and folding door systems with different runner types provide solutions for all furniture segments. Door units in all sizes and materials are moved with effortless ease. And a silent system provides luxuriously soft opening and closing.





The Topline sliding solutions for wardrobes include the XL-K2 (100 kg per panel door); Topline L for overlay doors (10'x9') and the Topline Grant SD for inset doors.

The WingLine L are premium quality sliding door systems that bring smooth, quiet running action to large surface doors and are used for wardrobes with widely opened and folding wooden doors and kitchen overhead units.

Hettich's Prolock Infinity solution is a main door lock reinforced with a 5-point locking system with a mortise lock and a night latch that, when activated, prevents the door from being opened from outside. The lock is certified for 2 lakh cycles.

Another interesting concept is the 2-set keys that consists of the construction or carpenter's keys which gets deactivated when the owner takes possession.

The doors are also fitted with Teflon-coated hinges that offer a guaranteed 10 lakh cycles.



High-end spindle molder from Holytek



Holytek, a major manufacturer and exporter of quality Taiwanese woodworking machinery and accessories, once again showcased its state-of-the-art machinery during IndiaWood.

The ME-523 is a compact 6-spindle moulder that is suitable for timber joiners and cabinet makers in fine woodworking moulding. It comes with seven powered pneumatic upper pressure rollers and one powered bottom roller to ensure smooth feeding.

Some of the prominent features are:

- Infeed table and fence adjustment
- Over-height protection device

- Convenient accurate spindle adjustment
- Side front pressure
- Convenient centralised control panel
- Optional feed magazine
- Short Stock pressure roller
- Front and rear pressure plate

The high frequency wood board jointing machine (fully automatic system) is equipped with a high efficiency oscillator, a control panel, side protective sheet, anti-glue stick steel plate, and a spark stop control. The machine is built with high quality components durable design, stability as well as safety.

R-Man360 robot for unmatched spray application

One of the attractions at IndiaWood 2020 was the R-Man360 robot on display at IFT (Indian Finishing Technologies) stall. The robot can reach any corner of the product and, as the name indicates, provides 360-degree accessibility to the remotest points of a product.

The versatile machine is manufactured using technology from Yasakawa of Japan and can cater to anything ranging from flat panels to assembled furniture of any shape and, to a certain extent, spray carved and design panels too.

Other features include:

- One-time programming that can be saved
- Adaptable to manual spray booths
- Suitable for high/low pressure guns



- Knock out type design
- 24x7 operation capability

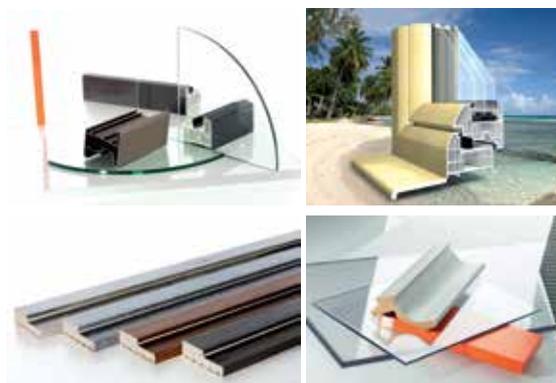
The equipment comes modified as per product/application requirement and can be adapted for a single station or for a continuous conveyor.

Kleiberit has adhesive solutions in micro-emission quality

Kleiberit focussed its IndiaWood exhibition presentation on the micro-emission (ME) adhesive portfolio for different applications. In proactive discussions with users, and with regard to use considering the reach discussion, adhesive solutions are being presented in various theme-based displays.

For wrapping wood-based and PVC profiles for interior use, the PUR adhesive Kleiberit 702.5.03 ME is available. This product is characterised by very high green strength, exceptional heat resistance of up to 140°C (depending on the substrate) and cold resistance down to -40°C.

The advantages of ME adhesives include safe and easy handling, no labelling requirements, and environmental friendliness.



Picture Copyright Kleiberit.

For edge banding, two PUR hot-melt adhesives, for the highest requirements in furniture construction, are available:

- PUR adhesive Kleiberit 707.9.03 ME
- PUR adhesive Kleiberit 707.9.38 ME

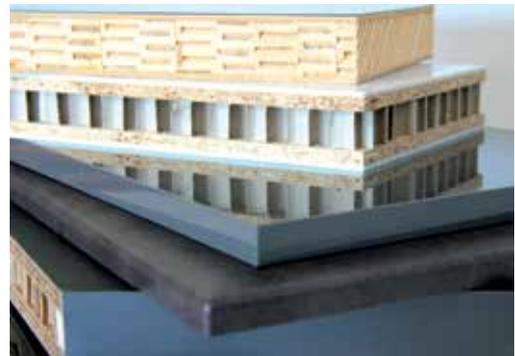
The invisible glue line is the benchmark. Kleiberit has developed groundbreaking solutions, in close cooperation with renowned machine manufacturers. Besides the appealing look of an edge, the quality of the edge bond plays an important role.

If the environment is humid, or if the furniture comes into contact with moisture, then reactive PUR hot-melts are used. For these polyurethane-based adhesive systems, chemical cross-linking occurs after they physically set.

More individualized design trends, and a growing diversity of materials characterise the market. Therefore, the demands on production processes, end products, and adhesive systems also increases.

Continuous research and development at Kleiberit ensures a reliable and economic bonding process and functionality of the material bond.

- PUR adhesive Kleiberit 711.3.03 ME
- PUR adhesive Kleiberit 711.3.37 ME
- PUR adhesive Kleiberit 716.8.03 ME



When laminating flat substrates with films, veneers or papers on thermal and cold lamination lines, Kleiberit relies on the use of PUR hot-melt adhesives in ME quality.

The special adhesives feature long open times, high green strength, and tremendous final strength.

In addition to the excellent application properties, the bond strength with different substrates and decorative materials, as well as the brilliant appearance of very thin films are decisive factors.

For flat lamination, Kleiberit offers proven inline solutions for the perfect combination of surface and edge bonding. (www.kleiberit.com).

For flat lamination applications, a new range of ME hot-melt adhesives is available:

- PUR adhesive Kleiberit 706.2.03 ME
- PUR adhesive Kleiberit 706.2.43 ME

Kronospan brings OSB to India

Kronospan, the world's largest manufacturer of wood panels, together with its Indian partner, Praveedh Decor, has launched a new product: oriented strand board (OSB), the perfect economical and environment-friendly alternative to plywood, for the Indian market.

OSB is available in Grade-2 (load bearing boards for dry climate) and Grade-3 (load bearing boards in wet/high humid climate) in un-sanded and sanded varieties, suitable for various applications including and not limiting to furniture, stiles & rails of doors, packaging and formwork application.

Kronospan's latest development in OSB Grade-3 has uniquely qualified the product to achieve mechanical properties matching the highest quality of plywood currently produced and supplied in India.

Key advantages of OSB:

- Eco-friendly wood-based panels for exterior and interior uses
- Available with PEFC or FSC certifications
- Exceptional dimensional stability and stiffness



- Excellent load bearing, high bending, compression and tensile strength
- Low thickness swelling; high thickness precision
- Easy to cut and fix with conventional woodworking tools
- Natural wood surface finish
- Excellent price-performance ratio
- Suitable for indoor application, packaging of consignments
- Available thickness: 9 mm to 30 mm.

Perfect Machines from Taiwan

Among the prominent machines that are available with Jaipur-based Perfect Machine Tools (PMT) are many Taiwanese machinery brands: sturdy in construction, among the best in technical specifications and easy to maintain.

Catching the eye at IndiaWood this year was Formosa's straight-line rip saw model, LK-21C. The machine has a table surface of 2000x1020x850mm, throat depth of 640mm, maximum cutting thickness of 157mm, and a saw blade diameter of 355-525mm.

It has a spindle speed of 3,000 rpm (50 Hz) or 3,600 rpm (60 Hz); feeding speed of 3-22 metres per minute; feeding power of 2 HP; and spindle power of 20 HP.

The machine's footprint is 2250x1680x1430mm, measurement of 2270x1790x 1720mm and a net weight of 1,980 kg (gross weight 2,410 kg).



Extend Light Machinery Co.'s LK-635CRD double surface planer has a maximum working width of 635 mm and a maximum working thickness of 300mm minimum. The minimum working thickness is 10mm and minimum working length is 310mm. ▶



The number of spiral knives on the machine is 164, with a knife size of TCT 15x15x2.5 mm; the diameter of the knife is 126mm. The cutter-head has a speed of 5,000 rpm, feed speed of 7-20 metres per minute, and the diameter of the suction intel tube is 6”.

The Extend Light LK-635CRD has a table size of 27”x103”. The top cutter head motor is of 20-25 HP, and the bottom cutter-head motor is 15-25 HP. The feeding motor is of 3 HP and the elevation motor is ½ HP.

The machine dimensions (LxWxH) are 2667x11445x1720 mm and the machine net weight is 3,300 kg (gross weight 3,700 kg).

Another noteworthy range of machine is KuoRong’s automatic copy shapers. The machines are rigorously engineered and built and tested for maximum dependability of operations.

The auto copy shaper (double tables) KL-30 has a centre clamp and a double cutterhead and is designed for middle and small parts machining. It has a powerful motor drive, variable table speed (1.5-4 rpm) to suit various cutting conditions.

The induction switches under the table allow accurate cutting for stable cutting motions. A PLC controller is also provided for convenient operations.



Praveedh Decor lined up major launches



Praveedh Decor has consistently showcased innovative surface products and this year, the company lined up two major product launches: the high pressure laminate, Zooper Ultramatt, and products from world’s largest panel manufacturer, Kronospan.

Zooper Ultramatt is a soft, smooth, silky, satin finished ultramatt surface HPL. The surface of the laminate has nano-technology-based resins, which provides a gloss level of less than 3%, one of the lowest in this product segment.

Unlike the conventional process of making supermatt laminates, this innovative nano-technology-based material enhances the smoothness of the surface, whereas the conventional process produces fine grainy feeling.

Zooper Ultramatt has extremely high scratch and stain resistance. The surface is very easy to maintain and does not require any special treatment. It is available in 1mm and 0.8mm thickness, and 1.22x2.44 metre size.

With a tantalising palette of 12 exquisite colours to choose from, designers can run wild with their imagination to make perfect furniture to suit their requirements.

To improve the utilisation of a factory, and improve production lead time of OEMs, Zooper Ultramatt HPL are also available as

ready-to-use 18-mm thick panels with a choice of core material like water-resistant, calibrated plywood, birch ply, interior and exterior grade MDF.

These ready-to-use panels are offered in two options: PUR bonded or D3 glue-bonded panels.

Praveedh Decor is also displaying its premium OpuLux scratch-proof acrylic panels. An expanded range of OpuLux supermatt acrylic panels is a visual treat for the eyes.

Nivesa, its PET/PP foil laminated panels with beautiful textures, wood grains and finishes

provides a great value-for-money proposition.

Praveedh Decor is also the pan-India distributor for Kronospan, a 5-billion-Euro panel manufacturer headquartered in Austria. With 43 manufacturing facilities all over the world, the company is the leader when it comes to innovation in pre-laminated particle boards, MDF, OSB, raw MDF and particle boards.

Exotic wood grains, textures, metal and stone finishes are all available under one roof. With a standard board size of 2800x2070 mm, this means maximum utilisation of the panels with almost no wastage.

Russian firms displayed construction options

The Russians were out in strength at this IndiaWood. Among the exhibitors were **Red October**, a producer of coniferous edge-surfaced sawn timber and birch veneer sheets.

Founded in 1910, the company's current turnover is about US\$ 28 million, with an export share of 80%.

Red October has stable customers more than in 30 countries all over the world, mainly West Europe, the Baltics, China, South-East Asia and Central Asia.

The company's standard specification contains spruce (70%) and pine (30%) boards in various sizes and lengths.

The company has its own logging facilities and self-sufficiency in raw materials and is able to deliver goods anywhere in the world.

Its sawn timber is used by factories producing wooden frame houses, CLT panels, glue-laminated timber, packing (pallet collars, boxes), cladding, molding and decking (www.ro1910.ru/en/).

The **Segezha Group** is one of the largest Russian vertically integrated timber holding companies with a full cycle of logging and added-value wood conversion whose products are sold in more than 100 countries.

The group is the largest forest user in the European part of Russia, the total area of the leased forest land is 7.34 million hectares, 86



% of which is certified according to international standards.

Segezha Group takes 5th place in the world in production of large-format birch plywood, 1st place in Russia in production of timber and in production of prefabricated houses made of glued-laminated timber (www.segezha-group.com/en/).

TopsHouse company is the best place to purchase a country wooden house. For more than 10 years it has produced and built houses from profiled timber. The main activity of TopsHouse is design, production and construction of country and garden houses.

In addition to wooden country houses and cottages, its builds gazebos, awnings and garages, various outbuildings and bathhouses. ▶



The finished set of structural elements is delivered to the site, assembled within one day and installed on a specially prepared basis.

The company's pricing includes the necessary components: roof, windows, doors, steps and other elements necessary for the immediate start of operation (www.topshouse.ru)

The **Sveza Group** is a worldwide leader in birch plywood production, with exports to 80 countries. They are used in construction of skyscrapers, Olympic facilities, production of cargo trailers and high speed trains,

manufacture of eco-furniture and stylish interiors.

Sveza uses the most advanced equipment and high-precision instruments: peeling and drying lines from Raute (Finland), clipping lines from Schelling and Holzmann (Germany), surfacing and jointing equipment from Hashimoto (Japan), sanding machines from Steinemann (Germany), CNC machines from Homag (Germany), and UV equipment from Bürkle (Germany).

Sveza products are widely used in India for the production of furniture components and frames, drawer parts, wall panels, and components of furniture for covering (www.sveza.com)

The **PSK Group** (PromStroiKontrakt), the largest formwork manufacturer from Russia, is a holding company that offers traditional formwork and building materials, as well as innovative solutions in the field of monolithic construction.

It provides services in the field of design, configuration and engineering support of construction, including formwork, reinforcing, concrete, insulation and finishing works.

In 2018, the whole world was able to assess the quality of the stadiums built with the PSK participation during the World Cup in Russia. It has executed similar big projects in Finland, the UAE and Australia (www.psk-holding.ru/about/english/).

Sauerland tech for unique fire, sound-proof doors

Sauerland Spanplatte of Germany, the world's largest component supplier to the doors industry, has partnered with several door manufacturers in India to provide dual performance door-sets.

These doors keep the noise out on a daily basis and provide passive fire protection for 60 minutes for the main door in case of any fire accident and provide a big advantage to the home owner.

Sauerland Spanplatte, with its vast experience of more than six decades and spanning



exports to 90 countries, has been active in the Indian door industry since 2008. The company has introduced the eco-friendly tubular core option to timber infill successfully.

Last year more than 8 lakh doors were made in India using the tubular board technology. But the door constructions are still primitive.

Sauerland has up-scaled the technology for the Indian door industry to introduce fire protection cum acoustic doors with cores in several configurations and options for up to 44 dBs sound reduction and fire rating of up to 60 minutes.

These door sets need to be provided with perimeter seals and drop seals for achieving the privacy of sound.

Sauerland cores, when used in a main door with their acoustic and fire properties, provide sound reduction of upto 40 dBs and act as a fire containment door for 60 minutes without using any inorganic material like

gypsum or cement boards, or calcium silicate or fiberglass to achieve 60-minute fire rating as per BS 476.

The acoustical features benefit on daily basis by keeping out or keeping in the sounds, restricting the noise pollution to a great extent. The fire performance of a door set is a passive protection in case of an eventuality or an accident.

With this, door manufacturers in India can now offer builders and architects a triple acting door set that provides sound proofing and much necessary fire protection of 60 minutes, clubbed with smoke containment technology.

In addition, the door arrests any movement of air draught, reducing the energy costs and will also keep insects out. Sauerland cores have very low formaldehyde level of E1, which means they are safe for internal use in residential buildings.

New-age edge banding from SCM



1

The SCM Group is the global leader in technologies for machining a wide range of materials. Flexibility, integration and automation are the cornerstones of its new 'Stefani Cell' range, designed and developed to fully interpret and meet the demands for efficiency, high production and customisation.

The edge bander or squaring edge bander machine is integrated into cells and plants

fitted with rollers, panel return devices, automatic loading and unloading systems, assisted by robots and fitted with IoT sensors to guarantee immediate digital services in support of an optimal functioning of the machine.

'Stefani Cell-E' is for machining pre-squared panels; 'Stefani Cell-S' for machining panels to be squared and semi-automatic feed; 'Stefani

1 *The integration with Maestro Connect to analyse data from SCM technologies grants instant access to a wide range of services.*

Cell-H/H+' ensures high productivity for machining panels, pre-squared or to be squared and with automatic feed.

The range's software has also been modernised with Maestro Active edge and Maestro Active watch, the new supervisor with HMI and shared structure with all the SCM machines.

Of fundamental importance is also the integration with Maestro Connect, the system for collecting and analysing the data from SCM technologies which, thanks to the constant analysis of the data being produced by the machines, grants instant access to a wide range of services such as remote technical support with augmented reality glasses, the purchase of spare parts on-line, predictive maintenance and numerous other services to considerably increase the effectiveness and efficiency of its production plant.

Stefani Cell-E is the "entry level" cell in the range, for edge banding previously squared panels. It combines the advantages of a customised production and large volumes with a compact overall design and, above all, with an accessible investment even for SMEs.

The multiple configurations available allow for each specific need to be covered in terms of productivity and machining. Feeder, robot or additional movements can be combined to offer maximum flexibility and customisation.

Stefani Cell-S is the "all-in-one" square-edging cell designed for mid-range

investments with the aid of a single operator to provide clear business advantages from the outset, especially companies focusing on a semi-intensive production and/or with varying production batches.

It is compact and efficient, with a single operator and a cell of just 85 square metres in its basic configuration, it allows for work to be done on parts coming both from the pre-measured and squared nesting cycle and from the sheet cutting, and which therefore require the parallelism/squaring to be reset.

Stefani Cell-H/H+ are the new edge banding and squaring-edge banding cells capable of bringing together all these advantages under one solution. The cells can be configured with different kinds of panel feeder systems (semi-automatic or fully automatic) and are structured according to technical solutions, level of investment and efficiency and are designed to guarantee both industrial level production volumes as well as maximum diversification of the production batch.

It ensure 100% efficient machining of components for furniture items for every part of the home (kitchens, living rooms, sleeping areas, bathrooms, wardrobes and studies) with considerable advantages.

Instant availability of machining information, even on mobile devices, relating to each single panel, wherever it is in the cycle is possible, thanks to the continuous tracking provided by the supervision software.

2 The cells can be configured with different kinds of panel feeder systems for maximum diversification of the production batch.



How to maintain quality, by Spares Industrial

This year's IndiaWood was all about quality – of products, services and the visitors. It is what the wood processing industry requires. Without quality and a good eye for detail, you will lose out, disappoint your clients and miss out on business.

To achieve quality wood processing machines require expertise, high quality maintenance and high quality spare parts. At this show the team of Spares Industrial stood ready to advise visitors on how to maintain the quality of your machines.

Spares Industrial has also launched some new service: reconditioning of edge banding machine gluepot; Chevron belts and graphite



pads for sanding machines. This new service includes a 6-month warranty.

The huge selection of wood spares and the recently added product lines will create a one-stop-shop solution for you. The big opportunity at IndiaWood was meeting the team for an overview of the products and first-hand advice about the usage of spare components. (www.sparesindustrial.com).

Lazzari machines back in India



Synergic Wood Technology is a manufacturer, traders and service provider of the finest and best wood seasoning and chemical treatment plants.

Ms. Shantala, an alumna of the late "Ramu's"

RMPL and a bamboo specialist, has now turned entrepreneur, to bring to fruition her research on processing bamboo for architectural elements, flooring and cladding.

SWT also deals with turnkey projects for a 100% utilization of bamboo, from shoot to fruit, helping towards a better environment. The company arranges for reconditioning of existing bamboo processing machinery.

SWT has brought back the legendary Italian Lazzari panel processing machines, including manual sliding table panel saws, automatic sliding table panel saws, triple-head boring machines, automatic laminate cold presses (50 tonne), semi-automatic through feed edge banders, manual edge banders, wood pin routers, and fully automatic through-feed edge banders.





The solid wood processing machines from Lazzari include thicknessers, four-spindle moulders, single door-mortisers, tenoning machines with automatic feed, spindle moulders, wooden dowel machines, CNC

single- and five-head routers, post forming machines, high frequency edge gluing and finger jointing machines, wood seasoning kilns and chemical treatment plants.

Jewels in WoodTech's crown



WoodTech Consultants represent some of the most high-profile woodworking machinery manufacturers. Two of the latest models were on display at its stall.

The HF(RF) vertically lifting joining machine for wooden boards (crawler type) and uses crawler method for charging and discharging in a simple operation. It can join integrated boards, and can also join several pieces of short board at the same time without a parting strip between the boards.

The discharging terminal can be equipped with an auto-stacking system. The machine is manufactured by the well-known Chinese manufacturer, Shijiazhuang Cangao High Frequency Machinery Co.

The second machine is a profile wrapping machine manufactured by the Spanish

company Barberan.

The PUR-33-L is designed for gluing and application of veneer in rolls, PVC foil with EVA or PUR hotmelt glues. It is applied using a slot nozzle and has an independent melting unit. It is used on profiles made of particleboard, MDF, etc.





Engineering for better doors

*Sauerlaender Spanplatten GmbH of Germany is the world's largest producer of door components and a leader in supplying tubular and solid filler cores for the door manufacturing industry in more than 90 countries. Its owner, **Mr Hubertus Flötotto**, recently passed on the baton to his daughter, **Ms Dorothee Flötotto**. WoodNews spoke to the new Managing Director about carrying forward the 70-year-old family business.*

First, a perspective on what Sauerlaender Spanplatten has been doing since its inception in 1951. It is a technology leader in the manufacture of environment-friendly chipboard and tubular boards used for door infill worldwide.

It has plants in Arnsberg and neighbouring Gotha that together manufacture 75 varieties of these boards, churning out 5,50,000 cubic metres per annum – the equivalent of shipping out 50 full containers of its products each day!

Its specialisation, however, lies in light-weight, fire- and acoustic-rated infill for the door

manufacturing industry in 90 countries.

These boards are manufactured through extrusion process using wood waste collected from sawmills in the Sauerland region, which operate on FSC- and PEFC-certified wood plantations. In other words, the door infill boards are suited to 'Green' building standards across the globe.

What is more, the boards are E.05-compliant with very low formaldehyde emission, making it the only door infill in ASEAN markets offering low formaldehyde emission as a standard. Sauerlaender Spanplatten even

1 *The new Managing Director of Sauerlaender Spanplatten GmbH, Ms Dorothee Flötotto (2nd from left) and her predecessor, Mr Hubertus Flötotto (extreme right), pose with their India representatives, Mr Nitin Vaze (left) and Mr Amit Vaze (3rd from left), of Pune-based Sleek Boards.*

2



2 *The company offers tubular chipboard from 23mm to 80mm thickness, solid chipboard from 10mm to 42 mm thickness, stile material as wood substitute from 28mm to 34mm thickness, and routed tubular chipboards.*

customises production to offer NAUF (no added urea formaldehyde) boards for LEEDS Platinum grade.

The company offers tubular chipboard from 23mm to 80mm thickness, solid chipboard from 10mm to 42 mm thickness, stile material as wood substitute from 28mm to 34mm thickness, and routed tubular chipboards.

The company has developed and popularised the unique 100% wood chip-based cores for up to 60 minutes fire-rated doors as per BS 476 (Part 22:1989), IS 3614 (Part 2), as well as cores to offer 44 dB acoustic rating and combination of both as well.

Hubertus, you have spent more than 45 years at the helm of this company. How does it feel to hand over your responsibilities to the next generation?

These are good times for our business and the company is in good shape – an appropriate time to pass the baton to my daughter. We are strong in terms of volumes worldwide, and even our designs and door technology are at the cutting edge.

Seniors expect their heirs to do better and take forward the company legacy. So, far as my daughter is concerned, Dorothee has many more avenues to tap and seek her own place in the sun.

Dorothee, welcome to India as head of Sauerlaender Spanplatten! What is on top of your mind as you step into your father's shoes?

I have spent only 2 years in the company. But knowing Sauerlaender Spanplatten, I can say that we will continue to be a technology leader, not just another board manufacturer. Traditionally we have stood by our customers and catered to their needs for better and

better doors and components.

Our knowledge and business partners worldwide are also important to Sauerlaender Spanplatten; they have helped us make inroads into various markets and spread a great amount of information about our technology and product range.

I think I will analyse future trends and sunrise technologies more keenly. I believe change must not be for the sake of change; so I will have to differentiate between what needs to be done and what stays as it is.

That said, I can say that in 2021, we will be augmenting production capacities at both our factories to meet increasing demand in the 90-odd countries that we supply to.

Can you briefly describe tubular boards, Dorothee?

Tubular boards are inherently stronger because of their construction. Being lightweight they are better suited for door infill. These boards have a very high resistance to impact, are free from distortion in any weather, and are precision manufactured to take on lacquer or high-pressure laminate finishes.

Our speciality boards also help as infill in fire-rated and acoustic-rated doors – they offer fire protection of up to 60 minutes and can reduce sound transmission by up to 44 decibels.

Hubertus, what has been your experience with the India market?

India has a burgeoning population, and the housing sector offers us huge opportunities. However, pricing is a difficult proposition! But from my India experience I am sure that whenever we are able to demonstrate the

value addition that our boards offer, the clients see reason. We have 70-odd Indian door manufacturers that have become our happy clients.

Another challenge is standardisation in door production. In a major step forward, China adopted standardisation and that led to several factories booming and bringing industrial scale to door production.

It is a win-win situation for manufacturers and users if we are able to replicate it in India. Standardisation acts as a catalyst to usher quality, brings in economies of scale, and brings down wastage and cost.

Nitin, what are the factors that are keeping India from taking this leap of technology?

(Nitin Vaze heads Sleek Boards and is a representative of Sauerlaender Spanplatten based in India, looking after the Indian sub-continent and several countries in ASEAN area).

The Indian door manufacturing sector is still stuck with an obsolete mind set. Timber-filled doors have no advantage over modern infill materials. There are better things to do with scarce natural resource timber.

On the other hand these primitive door blanks are heavy, and subject to all the disadvantages that come with incorrectly used wood – warping, infestation and primitive finishing.

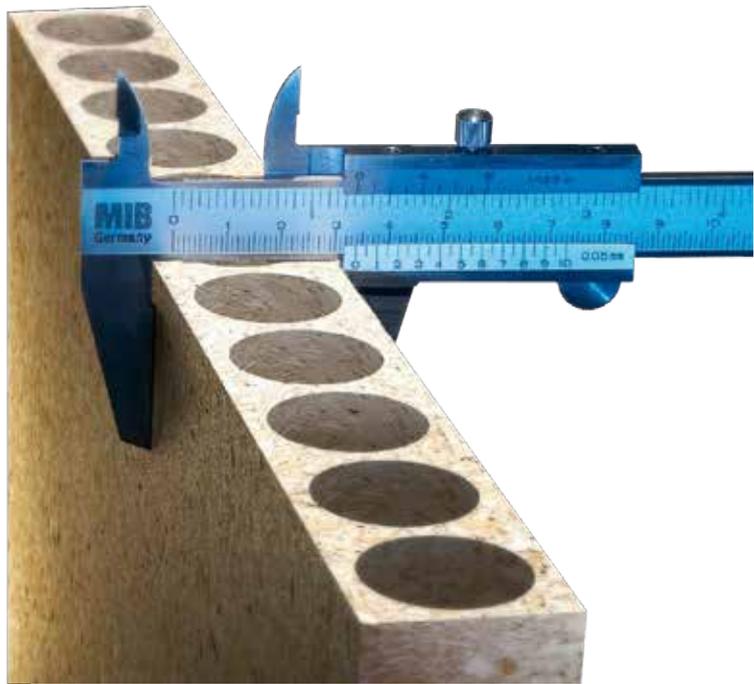
We also need to understand that government norms and specifications for affordable housing projects are outdated and have no place for eco-friendly, value-added, engineered boards as infill.

But we are working with various government agencies, scientific institutes and industry associations to upgrade BIS standards. We are in the process of finalising new BIS standards that will now include eco-friendly infill like tubular boards, as well as modern facing materials with olefin and MDF skins with melamine or PVC finishes.

How does the India market look to you, Nitin?

The lack of understanding of the correct quality required, when it comes to door-sets and components, has really created and sustained an under-appreciation for the performance expectations from a door.

Predominantly consumers and real estate developers still think that a door is merely a panel to close the hole in the wall; so they scout for the cheapest in the market.



3

There has been a challenge in the weak real estate sector over the past 4 years. It has been affected by demonetisation, introduction of the goods and services tax (GST) and the implementation of the Real Estate Regulatory Authority (RERA).

But the industry is evolving, and the ongoing churn will lead to a stable ecosystem, where the weak players will bow out and the strong contenders will get stronger.

We have been actively working on educating the real estate developers and architects by partnering with our various customers to share the many advantages that the right door can offer; and we are seeing a slow but positive shift.

Dorothee, how do you look at these challenges?

I think the pre-hung doors sector is making progress in India. It will help in bringing in standardisation. By standardisation I don't mean that variety will be sacrificed. Instead, it is a win-win formula for the manufacturers and buyers.

I say we should continue to persist with education to change the mind set of door manufacturers, specifiers and buyers.

As I see it, our boards are not just about technology; yes, they are light-weight, precision-engineered and reliable. But there is a fresh perspective that we have been promoting: that these are eco-friendly solutions for better doors.

3 *Tubular boards are light-weight, impact- and weather-resistant, and are precision manufactured to take on many finishes.*

Wood expert and bamboo magician



Wood and bamboo scientist, wood preservation expert, technical industry consultant, author of research papers and writer for *WoodNews* magazine, Mr Satish Kumar, passed away unexpectedly on 01 February this year in his native Dehradun (Uttarakhand). He was 79 years old.

He headed the wood preservation unit at the

Forest Research Institute in Dehradun for more than 5 years, during which he worked on developing eco-friendly methods of protecting wood and wood products, including bamboo.

He acquired Master's degree in Chemistry from Panjab University in 1961; then earned another M.S. in Wood Science in Technology from the University of California (Berkeley) in 1970.

As a visiting scientist at the Forest Research Laboratory at Oregon State University in Corvallis, USA, he worked on the use of super-critical fluids to remediate treated wood and incorporate toxic molecules in wood and composite wood products.

After returning to India, he continued to provide guidance to wood industry users for right selection and efficient use of wood and wood products. Satish Kumar was consultant to Hindustan Pencils, Century Plyboards, the International Bamboo and Rattan Organisation (INBAR), and the Timber Development Association of India.

FORM IV (See Rule 8) WOODNEWS

Statement of ownership and other particulars about *WOODNEWS* Bi-monthly magazine as required by Registrar of Newspapers for India (Central) Rules, 1956:

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6. Name & Address of Individuals who own the newspaper and partners of shareholders holding more than 1 per cent of the total capital:

Name	Address	Position
Pradeep Devaiah	No.32/2, 'PDA House', Spencer Road, Frazer Town, Bangalore - 560005	Chairman
Srinivasan S	No.32/2, 'PDA House', Spencer Road, Frazer Town, Bangalore - 560005	Managing Director

I, Pradeep Devaiah, hereby declare that the particulars given are true to the best of my knowledge and belief.

Date: 27 March, 2020

Signature: _____



Machinery makers, traders launch association

Top woodworking technology and machinery suppliers across the country have come together to set up the Indian Woodworking Machinery Manufacturers' and Traders' Association (IWMMTA), a non-profit association, for the professional advancement of the sector.

The mission of the IWMMTA is to represent the membership at the national and international levels, promoting and safeguarding the interests of its members and the woodworking industry in general.

Among the founding members are Altendorf, Biese Manufacturing, Caple Industrial Solutions, Felder, Homag India, Jai Industries, Leitz Tools, Umisons and Woodtech Consultants.

Formal registration of the association is under process and the formalities should be completed by mid-March this year. The registered office will be in Bengaluru, but membership is open to manufacturers and traders of woodworking machinery across India.

The first formal meeting of the new association was held in Bengaluru recently where the executive committee was named. Mr Ashok DSouza will be the current President, Mr T. Gopi its Secretary, and Mr Suresh Balakrishnan the Treasurer.

For association and membership details, email ashok.dsouza@yahoo.com or gopi@woodtech.in.

Goals & Eligibility

The newly set up association aims to

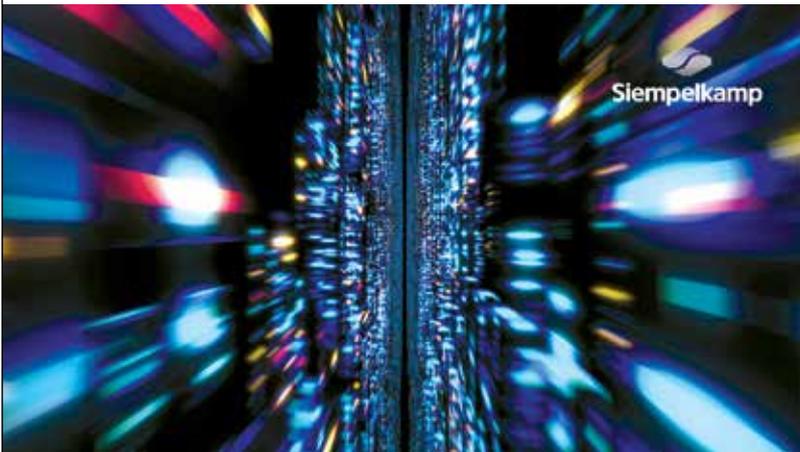
- Promote members in existing & potential new markets in India and abroad;
- Disseminate information and participating in events of interest to members;
- Facilitate dialogue between members companies and encourage best practices;
- Collectively voice industry concerns to various Government agencies;
- Assist in training & developing programmes for skilling workers;
- Promote products of members by creating awareness in various forms.

Manufacturers, traders and importers of machine tools for woodworking, registered as companies in India are eligible to be members. Institutions, consultants and representatives of foreign companies not registered in India, but connected to the woodworking industry, are also eligible.

The membership categories will be Full Membership to machinery and tools manufacturers; Associate Membership to machinery and tools traders; and Honorary Membership to institutional entities.

The association will also assist in organising and co-ordinating educational visits to factories and fairs related to the industry in India and abroad; organise seminars and similar events to promote the products of its members; disseminate information on new technologies; and facilitate transfer through dealerships, joint ventures or collaborations.

Siempelkamp joins VR business club



Siempelkamp has developed applications and business models to employ virtual reality, augmented and mixed reality in the design of production factories and digital service. As a new member of the VR business club, it is now focusing on cross-industry networking.

Throughout Germany, the VR business club connects medium-sized and large companies, institutions and media companies with suitable technology experts, called “matchmaking”, with meetings and projects in virtual space.

Topics such as artificial intelligence, perfect 3D data, virtual communication, virtual reality, augmented reality and digital dignity are now providing additional impulses.

“Networking with executives and decision makers of other companies, start-ups, consulting firms, agencies of all industries that use or would like to use virtual reality, augmented reality, and mixed reality will help us,” said Ms Carola Lenkewitz, Head of Marketing and Communications at the Siempelkamp Group.

Altendorf Group announces new CEO

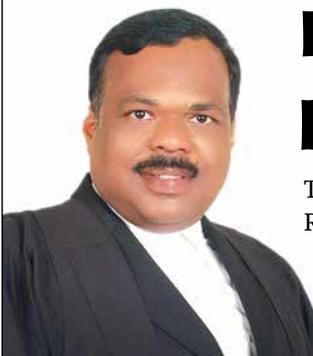


Mr. Peter Schwenk has joined the Altendorf Group as its new CEO, effective 20 April, 2020. Peter has a history in the machine building industry with substantial experience and knowledge working for companies such as Kannegiesser, PFAFF Industrial AG and EWAG AG.

Additionally, as a senior business executive, Peter holds a solid track record in international growth-oriented companies.

Altendorf Group’s shareholder, Avedon, invested in Altendorf in October 2017 with the goal of forming the global market leader in high-quality machinery for crafts woodworking, by joining tradition-rich niche market leaders in complementary product categories.

With the acquisition of Hebrock at the end of April 2018, Avedon took a second major step in executing this buy and build strategy. The combination of Altendorf and Hebrock strengthens the individual businesses by joining their respective capabilities in distribution and product development.



Lawyer Ramesh on Telangana forest panel

The Telangana government has named Mr Ramesh B. Vishwanathula, a Hyderabad-based senior advocate, to a seven-member committee set up to study and recommend suitable amendments to the Telangana Wood-Based Industries (Regulation)

Rules, 2016.

Ramesh specialises in environment and forests, science and technology matters and represents the Federation of Telangana Timber Merchants, Saw Millers & Allied Industries, in high courts and the Supreme Court. He has also written for WoodNews.

As an expert member (Law), he is expected to look into the relocation of sawmills and wood depots away from Reserve Forests and urban/municipal areas; and identify illegal manufacturers of plywood, MDF and veneer in the state.

The committee has also been tasked with identifying mechanisms for effective control of wood-based industries with a view to enhancing protection of forest resources. Ramesh can be reached at ram.attorney@gmail.com).

Acimall reports 8% slump in 2019 exports

Variable	Value in million Euros	% variation to 2018
Production	2,266	-9.9
Export	1,580	-8.2
Domestic market	686	-13.5
Import	201	-16.9
Trade balance	1,379	-6.8
Apparent consumption	887	-14.3

Source: Acimall Studies Office, May 2020.

Acimall has come out with an analysis of the trend of wood and furniture technology in 2019. The 12 months were characterised by hardly any encouraging signals for the health of the industry, a suffering condition that can only get worse after the dramatic Covid-19 events of the first months of 2020.

Production value of the Italian industry of woodworking machinery and tools reached a value of €2,266 million in 2019, down by 9.9%. Such drop resulted from an “acceptable” trend in the first part of the year, followed by more significant reductions that affected all major international competitors, including Germany.

In 2019, export recorded an 8% reduction, showing a solid trend in the traditional

destination markets. On the domestic market, the drop amounted to 13.5%, reversing the trend of an index that had been positive for 5 years.

In Europe, Acimall highlighted the reduction of exports to Spain and the United Kingdom. In Africa, Italian export dropped by 25%, while a solid trend was recorded in North America, where the United States was the top destination of Italian woodworking machinery, but even that country recorded a 5% decrease from 2018.

China reaffirmed its established leadership, purchasing €63 million of Italian technology. In 2019, Australia purchased fewer woodworking and furniture machines from Italy.

New leaders to helm MTC

The Malaysian Timber Council (MTC) has appointed Mr. Wong Kah Cane as its acting Chief Executive Officer effective March 2020. Wong, who joined MTC in November 2019 as Deputy CEO, takes over from Mr. Richard Yu Tuan Chong.

Wong (52), who graduated with a degree in Business Administration from Universiti Utara Malaysia in 1992, started his career transforming SMEs into successful enterprises

by bringing in experts for training programmes which centred on strategic management, quality control, sales and marketing.

MTC has also appointed Mr. Roger Chin Chew Choy as its new Chief Operations Officer effective 1 March 2020. Before joining MTC, Roger was attached to Advance Information Marketing, Berhad, where he served as its Executive Director, since January 2018.

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