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Another year is closing with this Italianwoodtech issue, another twelve months of frenzy and activity for machinery, technology, tools and accessories for wood and wood-based materials. Another year where Italianwoodtech talked about “made in Italy”, Italian companies, their offer and their ever stronger export focus.

It’s no secret that the domestic market is offering poor satisfaction. It’s no secret that, today more than ever, small and big Italian companies are looking beyond the national borders, ready to offer effective solutions, high-quality technology that can guarantee consistency and effectively meet the requirements of big manufacturers as well as customers looking for standalone equipment.

It’s a tough job that Acimall – the Italian manufacturers’ association that publishes Italianwoodtech – supports through collective stands at exhibitions, promotion activities, lobbying and much more.

Twelve months of intensive work that our magazine reflects and possibly magnifies. In this issue, as usual, there is much about “made in Italy”, because this is our strongest vocation. But we also talk about key topics – “green economy” above all – where Italian companies have a lot to say.

Our reports about the open house events of the Italy’s three biggest players – Biesse on page 25; Cefla on page 28 and Scm on 32 – are tangible evidence that the world is looking at Italian technology with great attention: many international operators have come to Pesaro, Imola, Thiene...

Before we leave you to this issue of Italianwoodtech, we have to say goodbye to someone. This is the last issue with Paolo Zanibon as publisher. He signed the first issue of Xylon, the Italian counterpart of Italianwoodtech, in November 1987... just a few years ago. I don’t know what he would like to read here: I don’t think he cares about these things and he did not want to write anything of his own. So, I will simply say thank you for letting us work independently, while being always ready to give advice and open to discussion with us. The rest is written in the pages that he contributed to offer to this small world of wood.

Luca Rossetti
EVENTS
Ischp 2013 conference: “Transforming” wood

After the editions held in Canada (2007), France (2009), and United States (2011), Italy hosted in Florence the 4th International Scientific Conference on hardwood processing. More than 60 researchers and experts coming from all around the world took part in the event. The three-days conference offered them the opportunity to discuss the latest studies and to exchange ideas in the hardwood processing sector.

Five interesting keynote speeches have introduced the conference topics. Kenneth MacDicken, Fao Senior Forestry Officer, provided information about the Fao approach to the assessment and management of hardwood forest resources worldwide; Federico Giudicenadrea, Chief Executive Officer of Microtec, outlined innovations in quality and value optimization of logs. Interesting as well were the keynote speech on engineered wood structures with tropical hardwoods provided by Jan Willem van de Kuilen, Professor at Holzforschung Technische Universität München, and the keynote speech by Ed Pepke, Senior Timber Trade Analyst at Efi, about the global impact of the European union timber regulation on the hardwood markets. Federico Ratti, technical director of the group, spoke at the Conference to present the contribution of Scm Group technological innovation in the field of secondary wood processing.

The speech entitled “Innovation in hardwood processing technology – industrial production towards flexibility and digital crafting” explained to an audience of scientists and researchers from all over the world development guidelines that are shaping the market and technologies: continuous quality improvement request on the finished product, increasing interaction between the productive and designers/architects, production technologies push towards production at one and with a lot more user friendly approach...these key concepts explained by the intervention of technical director Scm Group.

FORESTS
Resumed Inc-Forests4

Although a final agreement could not be reached in Geneva during the Resumed Fourth Session of the Intergovernmental Negotiating Committee on Forests in Europe (Resumed Inc-Forests4), Forest Europe remains hopeful of a Legally binding agreement (Lba) on this matter in the pan-European region.

The current draft version of a convention on European forests is the result of two years of intense negotiations. At this conference, ministers responsible for forests decided to establish an Intergovernmental negotiating committee (Inc) with the mandate to develop a legally binding agreement on forests in Europe.

At this last session of the Inc, agreement was reached on all points related to sustainable forest management. However, there are still significant differences of opinion on institutional arrangements. The text will be presented to an Extraordinary ministerial conference, which will take place in Madrid in the first half of 2014.
MARKETS
Lowest wood costs in Latin America

Pulp mills and sawmills in Latin America had among the lowest wood costs in the world in 2Q/13, reports the “Wood Resource Quarterly” (www.woodprices.com). Declining costs for sawlogs and pulplogs in Brazil and Chile over the past few years have made the forest industry in the two countries quite competitive. The two countries currently have some of the lowest wood raw-material costs in the world, and since these costs account for 55-65 percent of the production costs when manufacturing pulp and lumber, it makes the industry quite competitive in the export market.

ACIMALL
Biesse spa is back to Acimall

The Board of Directors of Acimall, the Italian woodworking machinery and tools manufacturers’ association, unanimously accepted the request by Biesse spa to re-join the association. This is a significant event for the world of woodworking technology, where Biesse is definitely one of the most renowned organizations worldwide; it’s a strong signal that shows everybody’s determination to work together to face the challenges of current changes.

“We are all very happy about Biesse spa’s decision”, commented the president of Acimall Ambrogio Delachi, who followed this process in first person. “I am sure that this comeback will ensure a remarkable contribution to the association’s life and to the promotion of Italian machines on the global markets”.

“Our comeback in Acimall – said Giancarlo Selci, Managing Director of Biesse spa – stems from the renovation process undertaken by Acimall, a process we want to support actively. For this reason, we are also positively considering possible participation in the next Xylexpo 2014, an event that will have to bring a real return on investment to its major actors”.

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UCIMU
Machine tools: the overall index drops, but…

In the third quarter of 2013 the orders index for machine tools, developed by the Centre for Studies & Culture of UCIMU-Sistemi per produrre, registered a decline of 5.7 percent compared to the same period last year. The absolute value of the index is equal to 58 (base 2005=100). The overall result was due to the slowdown in foreign demand. The index of foreign orders collected by Italian manufacturers fell, in fact, by 6.8 percent, compared to the period July-September 2012, with an absolute index value of 93.9. Different, instead, the response in the domestic market: the index of domestic orders returned to rise, with an increase of 1.7 percent compared to the same period last year. The absolute value of the index stood at 17.7. According to the forecasts prepared by Oxford Economics, the consumption of machine tools in Italy will grow by 4.5 percent in 2014, 7.1 percent in 2015, 8.7 percent in 2016, 9.6 percent in 2017. The increases estimated by the Institute have all been revised upwards compared to the previous survey, carried out last spring, and show a steady growth that is higher than that reported for Europe in the same period.

PACKAGING
Interpal VIII/64th Fefpeb congress

Interpal VIII, which was held alongside the 64th Fefpeb congress, saw the pallet and packaging industry make “significant progress” towards harmonisation of Ispm 15 phytosanitary measures on an international basis. The event was held in Bordeaux in October and was attended by international industry representatives from Europe, the US, Canada, South Africa, Australia and, for the first time, China. Discussions at the Global Forum on wooden pallets and packaging, a small group of industry leaders, focused on Ispm 15, with the aim of developing a coordinat- ed approach to working with international regulatory authorities such as Fao and Ipcc. Delegates agreed that, in principle, an international committee can be formed to do this. Opening the congress, Gil Covey (outgoing president) highlighted that Fefpeb has grown significantly in scale and influence since the last European Interpal event in Bordeaux in 2001 and continued to address all major issues affecting the wood packaging and pallets sector on behalf of its members. He said there have been fundamental changes in regulations and called for all Fefpeb’s national associations to be active and represent the interest of the industry with government agencies. There would also be continued developments of health and safety, food hygiene, packaging waste, phytosanitary and other measures that require constant monitoring and attention – at both the national and European level. Mr. Covey leaves the Fefpeb presidency after eight years in the role. He becomes treasurer. Rob van Hoesel of The Netherlands has taken on the position of president, with Michael Modugno of France as vice-president. Other positions on Fefpeb’s executive committee were filled by Italy’s Roberto Gavardini, Spain’s Alberto Palmi, Belgium’s Marc Michielsen, Portugal’s Paulo Verdasca and Fons Ceelaert secretary general of Fefpeb.

AWARDS
“Adam award” for Grass

The Grass presentation at interzum 2013 has won this year’s “Adam award” from Famab, the German professional association for direct communication, in the category “XL – exhibition stand up to 1,500 m²”. Grass exhibition stand concept wins silver award for creativity, impact and emotion. On 7 November, Fabam rocked the hall at the Leipzig Exhibition Centre where some 1,500 guests attended an entertaining official award ceremony. The winning concept was “Genuine Grass: the Oval Room” which was created in collaboration with WengerWittmann.

FEDERLEGNOARREDO
Orsini is the new president

Emanuele Orsini is the new president of Assolegno, the association representing about 500 Italian companies in the first processing and wood construction. Unanimously elected during the general assembly of the association held in Modena on 24 October, he will lead Assolegno for the next three years. Born in Sassuolo in 1973, married and father of three children, Orsini is Managing Director of Sistem Costruzioni. The company specializes in the production of wooden structures, strongly oriented towards social housing projects, using a wooden construction system dedicated to housing solutions that can adapt to any kind of project, such as buildings for the people affected by the earthquake.

AWARDS
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**FAIRS**

**Emo confirmed until 2027**

The European Association of the machine tool industries (Cecimo), which owns the trademark of Emo exhibition, has signed an agreement with the Association of German Machine Tool Manufacturers (Vdw) and the Foundation Ucimu, the operational arm of Ucimu-Sistemi per produrre, the association of Italian manufacturers of machine tools, robots and automation, in order to ensure the organization of the next six editions of the Emo exhibition. Emo will take place in Hanover in the years 2017, 2019, 2023, 2025. It will take place in Milan in the years 2021 and 2027.

**FAIRS**

**International hardware fair**

In 2014, the industry will be meeting up at the Eisenwarenmesse - International Hardware Fair in Cologne from 9th to 12th March. The trade is looking forward to discovering the countless novelties and further developments that the industry has to offer. A high number of leading suppliers from the exhibition areas 'Tools', 'Industry Supplies', 'Fasteners and Fixings', 'Fittings' and "Home Improvement" use the fair to present interesting novelties and innovations to industry professionals. However, the fair also serves as a huge communication platform, because this is where the international trade and the industry traditionally get together for an intensive industry exchange.

**FAIRS**

**Heimtextil 2014**

Happy island in the middle of a "sea of textile" still very agitated. So the German and Italian managers of Messe Frankfurt have defined the current situation of Heimtextil, which is still the most important event in the world for the fabric and wallpaper of furniture. 2,616 exhibitors, 135 Italians, 66 thousand visitors (compared to 120 thousand ten years ago ...), of which three thousand Italians. The date is from 8 to 11 January 2014. The "mother trend" of Frankfurt is the "conceptual living". It says not so much the single room with single décor but a cross situation, even for short periods, plug and play, an emotional décor, simple and flexible, "open" even to home sharing.

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**RUBNER HAUS**  New appointment in Rubner Haus (www.rubner.com) leader in the design and construction of wood residential buildings Werner Volgger holds the position of Ceo alongside Stefan Rubner, president of the Rubner Group, the company’s strategic development in Italy. The office also provides a pathway to growth and internationalization towards neighboring countries including Germany, Austria and France.

**MARKETS**  Global sawlog prices trending upward with the Gspi price index reaching the highest level since 2011: the biggest price increases occurred in Western US and Canada, reports the Wood Quarterly. Sawlog price trends around the world were mixed in the 2Q/13, with prices increasing in log exporting regions of North America and Oceania, but declining in Europe. The Gspi price index based on sawlog prices in 20 regions around the world, rose 5.1 percent from the 1Q/13 to the highest level since 2011. The Global Sawlog Price Index (Gspi) increased for the fourth consecutive quarter in the 2Q/13 to reach US$86.60/m³.

**FAIRS**

**Fmc Shanghai 2013**

The 19th Furniture Manufacturing & Supply China (Fmc China 2013) successfully concluded on September 14, 2013 at the Shanghai World Expo Exhibition & Convention Center (Sweec), concurrently with ‘Fmc Premium 2013’.

The exhibits included Woodworking Machinery & Tools, Coating Equipment, Cnc Machinery, Upholstery Machinery, Office Furniture Supplies & Gas Spring, Furniture Coatings, Adhesives & Chemical Products, Furniture Hardware & Cabinet & Wardrobe Fittings, Furniture Inspection, Design & Services, Furniture Panels & Surface Decor, Furniture Fabric & Leather and Upholstery Furniture Components & Supplies.

The total area of Fmc China 2013 was 59,000 sqm with 790 exhibitors from over 43 countries and regions such as China, Hong Kong, Taiwan, Belgium, France, Germany, India, Australia, Denmark, Finland, Italy, Sweden, Usa, Japan, Korea, Malaysia, Singapore, Mexico and the Netherlands. 33,834 trade buyers from 82 countries and regions visited Fmc China 2013 this year.

Fmc China 2014 will be held from September 10-13, 2014 in Shanghai World Expo Exhibition and Convention Center (Sweec).

**FAIRS**

**Usetec 2014: world trade fair for used technology**

After the successful third edition of the World Trade Fair for used technology in April of this year, Usetec 2014 will open its doors to the world next year from Monday, 5 to Wednesday, 7 May 2014 in the northern halls of Koelnmesse, Hall 6 and the adjacent outdoor area.

With 70 percent of the buyers being end customers (the rest being machinery dealers), a high rate of first time visitors and 92 percent of visitors authorised to make decisions, Usetec is a real “show to buy”.

The online platform www.usetec.com, showing the latest machine offers of the leading suppliers of used technology all year round, is often the first contact to the professional used machinery market for many entrepreneurs from developing countries.

The exhibition features used machinery and equipment for every sector and branch of industry – from woodworking and metalworking machine tools to plastics processing machinery, robotics and automation, construction machinery, agricultural technology, commercial vehicles, printing machinery and food processing machines. The Usetec range is completed by the service companies exhibiting, which provide everything from retrofitting to freight forwarding.
From 28th March to 1st April 2014, in Guangzhou, China, will take place **Ciff-Office Show**, the International exhibition for office furniture with even more space and an extra day for an exhibition that just keeps growing.

The Chinese furniture industry saw a turnover of about 40.5 billion Euros in the first six months of 2013, an increase of 12.7 percent on an annual basis: exports, despite the crisis in international markets, increased by 10.5 percent, while the domestic market increased by as much as 20.7 percent (source: China National Furniture Association). The development of the entire office furniture sector in China has been positively influenced by the continued growth of the real estate market: in the first eight months of this year more than 700 million square meters of commercial real estate have been sold with an increase of 23.4 percent on an annual basis and a value of about 535 billion Euros). In particular, investment in office buildings has grown by 42 percent (source: National Bureau of Statistics of China).

The next edition of Ciff-Office Show, which will be attended by more than 900 exhibitors, will have a greater surface area (220,000 square meters), new dates (from 28th March to 1st April 2014) and will last one day more than usual to meet the needs of exhibitors and visitors who want more time to develop their business at the exhibition.

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**Italian Furniture Design** is the first online 3D exhibition dedicated to the furnishings and furnishing accessories industry: home interior design, contract sector, textiles, construction materials, coverings, finishes, flooring, doors and windows.

A new, fascinating, simple and intuitive tool for conducting business without having to leave your office, saving time and money and kind to the environment. No more traffic queues, flights and hotels costs and entire days out of the office.

Italian Furniture Design is an innovative tool, aimed in particular at small and medium-sized **Made in Italy** businesses, ideal for developing international business and meeting buyers, specialised contractors, designers, architects and home industry professionals from all over the world.

It is a global showcase for businesses, which can display promotional material, photographs, posters, videos and 3D images of products on their virtual stands.

**From 28th to 30th January 2014**, after registering on the website www.ifurn-design.com and creating an avatar, it will be possible to enter the exhibition, visit the stands of the various companies, attend events and seminars, interact and conduct business with all of the operators present, facilitated and helped by automatic and innovative social.
deputy general manager at Acimall, at the first press conferences – during Holz in Baasel and Sicam in Pordenone – introducing Xylexpo 2014, the biennial international exhibition of woodworking technology and furniture industry supplies to be held from Tuesday 13 to Saturday 17 May next year, at the Milan exhibition center Fieramilano-Rho. The meetings illustrated the roadmap leading to the event of next May to the industry press, starting from a set of economic remarks. “The industry is certainly not having its best season”, Corbetta said. “The wood and woodworking technology business cannot be safe from the general economic trends we all know. In 2012, business was basically stable on a global scale, though with big differences between each market. Despite some definitely “worrying” situations – I am referring to Italy and Spain – there is more liveliness in other world regions. First of all the United States, a destination market where, despite the latest news, our industry has recorded significant growth signals”.

“Unfortunately, the early months of this year – Corbetta added – do not support more optimism: according to our analysis of available figures, there is a clearly negative trend. German export in the January-June period decreased by a bit less than 15 percent compared to the same period of 2012; while Italy lost 8 percent approximately. Such signals should not generate alarm, however they suggest to closely monitor the situation”.

Just like two years ago, the “German May” did not bring clear signs of a trend reversal, especially for technology, so once again we are facing a season with alternate periods of greater optimism and entire weeks with very few incoming orders. Again, we hope that the “Italian May” will be the context when we finally see a long awaited change of direction.

Activities for next Xylexpo fit into this context, whereby the upcoming edition – like past ones– will use “pragmatism” as its strongest keyword. Just a quick look at 2012 figures, when Milan welcomed 515 exhibitors (175 from abroad) on an exhibition area of 31 thousand square meter net, and 43 thousand visitors, 47 percent from abroad.

This is the message launched by Dario Corbetta,
Booth allocation is starting soon: halls 1-3 will be dedicated to panel technology, the traditional “core” of Xylexpo. Solid wood processing will be staged in hall 2, while hall 4 will display everything that fits into the definition of “first operation”. On the whole, a 40 thousand square meter area, with one third covered by international exhibitors.

“For several months now – said Dario Corbetta, marketing manager of Xylexpo – we have been working to spread the message that our exhibition will be the ideal place to meet the widest offer, to compare solutions and to understand what the global technology industry can provide. A strong message we are delivering to new and consolidated exhibitors first, but that we will start to spread also among visitors in a couple of weeks; visitors have always been a valuable resource for our exhibition, boasting very high rates of international attendance, around 50 percent”.

A major step is the launch of the new website www.xylexpo.com, with enhanced functionality to help visitors and exhibitors find all useful information even more easily. Strong online presence is also supported by dedicated Facebook, Twitter and YouTube channels.

The show – the only one supported by the Italian Ministry of Economic Development and Eumabois, the European federation gathering thirteen national industry associations – will invite delegations of importers and operators from all over the world, with massive promotion supported by a partnership with the Ministry and Ice, the Italian foreign trade agency.

Xylexpo has already been introduced at several international events in 2013, including Fimma Brasil in Bento Goncalves, Ligna in Hanover, Fitecma in Buenos Aires, Awfs in Las Vegas, Fmc in Shanghai, Lisderevmash in Kiev, Woodworking in Minsk, Vietnamwood in Ho Chi Minh City and Wood Processing Machinery in Istanbul, Holz in Basel and Sicam in Pordenone.

In the last months of the year, the roadshow will continue with Wms in Toronto (24-26 October) and Woodex in Moscow (26-29 November), then in 2014 with Expopromueble in Mexico City (22-25 January) and Indiawood (21-25 February) in Bangalore.

Long-awaited news that feeds expectations for Xylexpo 2014 as the first edition of a new and more positive season. This is the mood after Biesse Group announced their decision to come back to the biennial international exhibition of wood technology and furniture industry supplies. The next Xylexpo, scheduled from 13 to 17 May 2014, will have the Pesaro-based multinational company among its exhibitors, following a decision made few days after their return into Acimall, the association of Italian wood technology manufacturers.

“The current renovation of our association – said Dario Corbetta, Acimall deputy manager, in charge for all Xylexpo activities – has surely created the conditions for this new agreement. We welcome the decision of the group’s owners and management with great satisfaction, but also with a sense of responsibility and awareness, and a spur to do even more and better for the success of the exhibition”.

A long-expected decision, we repeat, for an industry that has been put to a tough test by a long period of huge economic difficulties; and now, there are hopes that other actors might come back to Xylexpo as well.

“This would be a great sign of unity and shared intent for “made in Italy”, undoubtedly a further contribution to the success of Italian woodworking technology around the world”, said Corbetta, who concluded: “For our part, as we have always done, we will do all we can to make Xylexpo 2014 not only the key industry event in even-numbered years, but also a credible showcase for the Italian industry”.

Hereunder, please find the text of the press release distributed by Biesse Group.

“Biesse, back at Xylexpo, biennial world exhibition in woodworking Milan, 13th-17th May 2014

Pesaro, 22 November 2013 – Biesse Group, multinational company active in the sector of wood, glass and stone-working machinery announces its returns to Xylexpo, after missing the two last editions. Xylexpo, biennial world exhibition for woodworking technology and components for the furniture industry will be hold in Milan from 13th to 17th May 2014. It will be an important opportunity for visitors and customers to discover the ultimate advantages of Biesse solutions in terms of machines, integrated production lines and software”.

November-December 2013 XYLON INTERNATIONAL 17
WOODWORKING TECHNOLOGY: SLIGHT IMPROVEMENT IN THE THIRD QUARTER 2013

The year 2013 might close better than expected in the past few months. Such feeling is supported by the third-quarter figures of the woodworking technology industry, processed by the Studies Office of Acimall, the association of Italian manufacturers. The trend seems to be slightly more positive than the same period of 2012, with orders growing by 3 percent.

This time, the strongest driver is the domestic market, scoring a significant increase by 14.4 percent, although this result fits into the trend of the past two years, a long period when domestic orders touched an all-time low. As to export, we can repeat what we said about the previous quarter: 0.3 percent more than in the July-September 2012 period is a signal of substantial "stability", another positive step towards the consolidation of our strong export propensity.

According to the quality survey, 25 percent of respondents indicated a positive production trend, 50 percent stable and 25 percent shrinking production volumes. Employment is stationary according to 75 percent of the sample, decreasing for 15 percent and on the rise according to 10 percent. It is worth noticing that, in the April-June 2013 period, no respondent had mentioned the possibility of new employment. Available stocks are stable for 55 percent of the interviewees, while 25 percent indicate a decrease and 20 percent an increase.

Short-term trends are suggested by the results of the forecast survey: once again, moderate optimism characterizes remarks about export, combined with a less pessimistic vision of domestic market trends, although still very few expect an improvement in the short term. Let’s see figures: 30 percent of respondents expect increasing orders from abroad, 45 percent stability and 25 percent reduction (the final balance is plus 5, versus 8 in the previous quarter). The domestic market will suffer from shrinkage according to 20 percent of the sample, while 75 percent expect stability and 5 percent expansion (the negative balance is minus 15, while in the previous quarter it was minus 27).
Acimall, the Italian woodworking machinery and tools manufacturers’ association, appointed the new board of directors during the extraordinary assembly held last 22 November in Bologna.

The assembly approved the nomination of Lorenzo Primultini (president of Primultini in Marano Vicentino, Vicenza) as President, and Stefano Dal Lago (Cms Industries in Zogno, Bergamo, member of Scm Group in Rimini) and Franco Paviotti (Metal World in Pavia di Udine, Udine) as Vice Presidents. The assembly also elected Remo Costa (Costa Legivatrici in Schio, Vicenza), Marianna Daschini (Greda in Mariano Comense, Como), Roberto de Joannon (Incomac in Montebelluna, Treviso), Giampiero Mauri (Mauri Macchine in Cernenate, Como), Pierluigi Paolletti (Paolletti in Lentiai, Belluno) and Giovanni Sedino (Finiture in Saonara, Padova) to members of the board.

“I can only say I am overly satisfied with the trust of Italian manufacturers”, said the newly elected president at the end of the assembly. “I take charge of this office – he added – knowing that also Acimall, just like any business, will have to face its commitments with realism and determination, in a phase of enduring economic stagnation. It is and it will be imperative that we provide our member companies with the services they need; not only through lobbying actions to get the credit that our industry deserves at all levels, but most of all with constant proximity and continuous relationships with all associated companies”.

Primultini – born in 1967, a mechanical engineer with a Master in Business Administration at the University of Chicago Booth School of Business – finally thanked the outgoing board of directors, and especially the past president Ambrogio Delachi, “…a person whom our industry owes so much to, and who guided the association in a very tough season with great intelligence, balance and a unique spirit of service”.

The assembly also elected auditors and arbitrators. The panel of auditors includes Ruggero Camisasca and Enrico Lodi (Studio Lodi in Milan) and Ferrante Pedroni (Cremona Angelo in Monza, Monza Brianza). Deputy auditors are Alberto Storoni (Macmazza, Pesaro Urbino) and Sergio Zotti (Studio Zotti, Milan).

The panel of arbitrators is made up of Consuelo Cortolo (Cursal in San Fior, Treviso), Paolo Griggio (Griggio in Reschigliano Campodarsego, Padova), Attilio Griner (former director of the association’s technical office), Gabriele Laghi (Sistemi in Pesaro, Pesaro Urbino) and Giulia Montanari (Studio Lodi in Milan).
Woodworking Technology: Global Timber Trade from January to June 2013

Complex Situation in Europe

The first half 2013 was not easy for the woodworking technology and wood-based materials industry. According to the data processed by the Studies Office of Acimall— the Confindustria member association representing industry companies — the January-June period was tough for export from the Old Continent. Also for Germany, that is still at the top of the ranking (see table below), but recorded a significant decrease in sales abroad (minus 14.81 percent compared to the same period in 2012), confirming the negative trend in the first quarter of this year. It went slightly better for Italy, which still remains in negative territory, while recovering some percent points from the reduction recorded in the first three months of 2013. Asian export (from China and Taiwan) repeated the result of the first semester 2012, getting even closer to their major European competitors, while export from the United States (plus 8.36 percent) and Austria (plus 1.54 percent) are basically addressed to neighbor markets.

Some Remarks...

What are the results of major exporting countries in their most important destination markets? We offer some considerations about competition in the world’s major import markets for woodworking machinery. The United States once again reaffirmed their role of biggest market worldwide, with a positive trend benefiting all their suppliers, Italy included. As usual, there is a massive flow of equipment manufactured in Asia, while European competitors are still led by Germany in the leading position. In Russia, Germany is the top exporter, with a solid leadership supported by the supply of big plants for panel production. Also Italy is performing well in this country, though slightly dropping from 2012. Only marginal shares for the other actors of global export.

Competition is particularly tough in China, where all major manufacturing countries are active. Ger-

The Results of the Top-Six Exporting Countries

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many is the top exporter with over 60 million Euros in the first half 2013, followed by Taiwan (40 million) and Italy (just below 30 million Euros). Germany and Italy take the biggest share of woodworking technology export to Brazil, mainly as a result of effective partnership agreements with local resellers and, in some cases, huge direct investments.

In Europe, Germany and France are the most important destination markets; it is worth highlighting the penetration of made-in-China technology in Germany, a strongly growing trend.

“VIRTUOUS” COUNTRIES

The global trade analysis by the Acimall studies office also allows to make a ranking of “virtuous countries”, i.e. the markets that, in the second half 2013, have invested more resources in woodworking technology (taking into account supplies from Germany, Italy, China, Austria and the United States; Taiwan figures are not available), as evidence of a manufacturing situation that - with all required caution - is positive.

Again, the United States are in the top positions, with import growth rates close to 15 percent compared to the April-June 2012 period. Interesting trends also in Canada (plus 22 percent) and the United Kingdom (plus 7.2 percent), whereby the latter has been consolidating its structural recovery in the past few months. Growth in North America is also supported by Mexico (plus 27 percent).

Running up far behind, with much lower absolute values, Lithuania with 8.6 million Euros in the second half 2013, up by 134.45 percent compared to April-June 2012, Serbia (5.3 million, plus 48.9 percent) and Paraguay (one million Euros, plus 41 percent). Destination markets with a negative sign, meaning a reduction of technology acquisition from the leading producing countries, include Brazil (26 million Euros in the second half 2013, minus 68 percent over the same period of 2012) and India (15.4 million, minus 31 percent), countries that – we should not forget – have been very positive in recent times.

In Europe, France (56 million Euros in April-June 2013, minus 8.7 percent compared to the second half 2012), Belgium (27.5 million, minus 22 percent) and Switzerland (26.9 million, minus 7.3 percent), all “mature” markets. Thailand and Australia are suffering from drops close to 30 percent, combined with discouraging results of countries like the Czech Republic, Hungary and Greece.
The Chinese flooring market is huge. In 2011 alone, US market research organisation Catalina Research estimated that total sales throughout China amounted to 3.9 billion m². The high-end segment of this market offers growing potential for European-made quality laminate flooring, and the Eplf (Association of European producers of laminate flooring) believes that the Chinese market is once again offering good opportunities for its members.

Tiles are still by far the most popular option in the Chinese flooring market. According to Catalina Research, tiles represented 75 percent (2.93 billion m²) of all flooring products sold in China in 2011, followed at a distance by carpets and rugs with 9 percent (351 million m²) and elastic floors with 5 percent (195 million m²). Laminate flooring made up just 4 percent of the market (156 million m²), with solid wood and bamboo floors accounting for 4 percent (156 million m²) and stone floors 3 percent (117 million m²). The market share occupied by wooden flooring has risen in recent years, says Catalina Research. And as a result of the anticipated growth in the urban population between now and 2025, it is estimated that demand for new floors will increase by 149 to 177 million m² per year.

European manufacturers have the potential to regain a lot of ground in China. The opportunities are certainly there. Several years ago laminate flooring began to be manufactured in China, causing the import market for Eplf members to collapse, but in 2012 a certain amount of rollback was seen. In 2012, imports of high-quality, specialist brand-name goods manufactured by Eplf in China and Hong Kong once again exceeded 3 million m², after having fallen to 2.3 million m² in 2011.

This is a positive sign, especially in view of the fact that in 2012 China produced 28 percent of the world’s laminate flooring, moving into the top spot for the first time (with Germany accounting for 27 percent).

Some Eplf members, such as Pergo, Skema and Unilin, are already active on the Chinese market, and they could soon be joined by other names. Italian manufacturer Skema has found that interior designers for commercial premises and affluent private clients often play a key role as decision-makers.

The excellent reputation enjoyed by European products on the Chinese market is not only due to elegance in design. The quality of European laminate flooring is also measured by whether the products were actually manufactured in the home country of the brand name. European-made products are highly sought after in China, and this means important opportunities for the European laminate flooring industry with its enormous potential for innovation. Eplf is convinced that European manufacturers, with their production expertise, are well positioned to maintain the lead over Chinese competitors.

The Chinese flooring market has specific cultural factors that make it different from other regions. In a country with a tradition of cheap itinerant labour, few middle-class customers would think of laying their own flooring. Laminate floors are seen as a building material rather than a home decorating product. Chinese manufacturers normally sell their products through their own stores and also offer an installation service. These points of sale are either stores that specialise in flooring or brand showrooms in multi-storey malls or shopping centres offering a wide range of building products.

E-commerce is also set to play a bigger role in Chinese consumer behaviour. Online shopping services are already seeing significant year-on-year growth. Young, well-educated Chinese are regular Internet users. The average consumer in China’s new, affluent middle class lives in one of the prosperous cities with a million or more inhabitants, mostly on the east and south-east coasts.
Eumabois – the European federation representing thirteen national associations of wood technology manufacturers – has published the Annual report Eumabois 2012 in the past weeks.

The document, now at its second edition, is a valuable tool providing an insight into the European production of machinery, tools and accessories for wood and wood-based materials, a rich collection of figures and statistics that encompasses “made in Europe” technology as a whole.

The publication is available in pdf format and as executable file (.exe) at the website www.eumabois.org.

Talking about online communications, we remind you that a new version of the Eumabois website (www.eumabois.com) in English language has been online for a few weeks now; the new version has been fully redesigned for easy navigation with all popular browsers (Explorer, Firefox, Chrome and Safari) and from any device, including computers, tablets and smartphones, with any operating system. The website offers exhaustive information about Eumabois organization and activities: with few clicks you can find the news you are looking for, divided into four main areas, namely “What is Eumabois”, “Member Associations”, “Press Area” and “Exhibitions network”. Further boxes refer to the most interesting sections, including Annual Reports, links to the websites of member associations, recent events, restricted area for member associations, product categories, and a library with newsletter, logos and pictures.

EPF: ANNUAL GENERAL MEETING

The next Annual general meeting of Epf, the European panels federation (www.europanels.org), will be held in Bruges, Belgium from 19 to 21 June 2014. The Belgian member association Fedustria and its member companies Unilin, Spanolux and Norbord are inviting all members in the Chocolate Capital of Belgium at Grand Hotel Casselbergh - Room Groeninghe. The provisional programme is commencing with the Gala dinner on Thursday 19 June 2014 in a typical Belgian location. The open part of the General Assembly will be organised on Friday 20 June 2014 at the hotel. For those who wish to stay a little longer, a tourist tour to the impressive “World War I” Museum in Ypres will be planned on Saturday 21 June.

For any further news: fax: +32 22870875, e-mail: info@europanels.org.

CEI-BOIS: MICHIELSEN PRESIDENT

Today the General Assembly of the European Confederation of the woodworking industries (CeI-Bois) gathered in Brussels and elected its new Chairman, three Vice-Chairmen and a new Board. The members of the CeI-Bois Board of directors for the next two-year period include: Lars-Gunnar Andersen, Chairman of Fep (European Parquet Federation); Enrico Bonzano, owner and Ceo of Ibl (Plywood industry); Ladislaus Döry, Chairman of Epf (European panel federation); Anders Ek, ScaTimber’s International marketing director; Arto Juvo- nen, Head of plywood division, Upm-Kymmene Wood Oy; Erich Wiesner, owner and managing director of Wiehag Ag (glulam and construction); Marc Michielsen, Director Government & Regulatory Affairs Emea at Chep; Vítor Poças, President of Aimmp; Pietro Bellotti, Ceo Bellotti spa; Olivier Hugon-Nicolas, Secretary General of Uipp; Måns Johansson, Chairman of Eos (European sawmilling federation), Vice Ceo of Vida Ab, Ceo of Vida Wood Ab; Bert Kattenbroek, Responsible for marketing and communication for the Dutch Association for the joinery industry; Mathias Schäfer, Managing Director of FingerHaus GmbH; John White, Chief executive UK Timber trade federation. From these Board members, Marc Michielsen was elected new Chairman of Ce-Bois. Ladislaus Döry was reconfirmed as Vice-Chairman of the association for the next two years and will be joined in this function by Anders Ek and Vítor Poças.
The crisis of the construction industry and the drop of consumption continue to influence also the parquet industry, with levels of difficulties that are different from country to country, both in the European Union and in the wider Euro area. This is what the Board of Directors of Fep (the European Federation of the Parquet Industry) talked about last September, detecting “spotted” market trends. If the European economic scenario shows a general recovery-oriented trend, the situations at national levels are deeply differentiated. Positive trend was recorded in the Netherlands, where during the first quarter 2013 the parquet market reached the same levels as in 2012; the dynamic home renovation business still seems not to involve the replacement of old parquets, yet, opting for their requalification. Slight improvement was recorded in Norway (plus 2 percent), despite the drop in the number of new finished houses. In Switzerland, after a first quarter which was relatively stable, according to some estimates parquet sales grew by 2-3 percent in the first quarter of 2013, compared to the same dates of the previous year, although the market is increasingly invaded by products of doubtful quality that interfere with the image of real wood parquet. In Germany, parquet sales in the first quarter 2013 did not show any variation, but the construction industry moved ahead and recorded an increase of construction permits. A slight decrease in parquet sales was recorded in domestic markets of Denmark (minus 4 percent over the first semester of 2012), Finland (minus 3 percent), Sweden (minus 3 percent) and Belgium (different Fep sources indicate a decrease by more than 5 percent on annual basis for the first six months of 2013, compared to the same period of last year). Minus 2 percent was recorded in Austria as well, where the parquet market was penalized also by very bad weather conditions that affected this country in the first six months of 2013. Critical situation in France: the first half of 2013 showed a 10 percent decrease in parquet sales on annual basis, in line with the situation of the first quarter of the current year; the result of a weakened trust of consumers and the lack of political action to solve the problem. In Italy strong taxation has a negative impact on consumers and market, which lost 11 percent in the first half of 2013 compared to the same period of the previous year, according to estimates. The wood industry in general is experiencing a difficult stage with 25 percent loss in terms of sales, while imported products benefit from a favorable euro/US dollar exchange rate. In Spain as well, sales dropped further by 10 percent in the first half of 2013 compared to the same period of last year.
EVENTS

BIESSEINSIDE: PLUS 35 PERCENT

2,200 visitors at the Biesse open house, organized in the Tech Center of the Pesaro-based group from September 17 to 19. Several proposals, as usual, and an opportunity to talk with the general manager, Stefano Porcellini.

A wonderful open house, nothing to say. A lot of people, so many people that we wondered what was happening. Yes, because at Biesse events there are always many people, but this time… indeed, the figures at the end of the event are clear: 2,200 operators attending, which – considering the number of companies – represents an increase by 35 percent of companies interested in the technology solutions of the Pesaro giant compared to the previous edition.

Good reason for satisfaction, and, more important, a touch of optimism for the next season of our industry, although the results of the Biesse Group seem to be better than those of many other companies.

STEFANO PORCELLINI

This was confirmed also by Stefano Porcellini, general manager of the group, as he welcomed the industry press. “We are getting through a kind of rebirth”, he said. “We are satisfied with the current situation, the economic season is proving us right in the choices we made to face this period in the best way. We are convinced that the worst period is over, we perceive it clearly and we look at the future with a definitely positive attitude. This year we have reached important goals. We have improved from the past and figures show that we are consolidating our position, even if we cannot say we are back to the best of our times… but we are back to make profits, to grow, and we are very satisfied”.

However, Porcellini was wrong about one thing: “We are excited for these days of Biesse Inside – he told us during the meeting held on October 18 – because we are expecting about one thousand visitors”. The results, as already said, went beyond expectations and we are convinced that people in Biesse are really happy…

Going back to results, the general manager of Biesse focused on the drive generated by the innovations proposed to the market and exhibited also at BiesseInside 2013. “These solutions – let me say – have changed the state of the art in some industries and in some product market segments. I’m thinking about “bSolid”, a software solution that I do not hesitate to consider at least five years ahead, compared to the offer of our competitors. A product that is positively influencing the demand of our working centers, not only in the wood industry: the comeback of interest that we are recording for this software is far beyond our greatest expectations”.

“bSolid” was certainly one of the products under the spotlight during the open house. Our readers had the opportunity to discover it also through the interview – published in the issue of September-October of Italianwoodtech – with Mcm, a Cantu-based customer of Biesse that presented its case during the open-house, its relationship with this software so-
We have touched with our hands the pieces edge-banded with this technology, developed by Biesse, mounted on a “Stream”. And to show that it was not only about aesthetics, but also physical-mechanical and tightness features, there was also a sample piece edgebanded during the open house, completely submerged in water, that did not feature any problem.

RAPHAËL PRATI
Before leaving, Stefano Procellini presented the new marketing and communication director of the Group, Raphaël Prati. “An “old acquaintance”, arrived after long experience in another big group of the industry, today at his “baptism” with us. He will not only deal with machines for wood and wood-based products, but he will be also involved in our activities in the glass, marble, composite and mechatronic industries at global level. We will make an important step ahead with him, focusing the right level of attention not only on the definition of our technical solutions, but also on the marketing field”.

“AIR FORCE SYSTEM”
“Air force System” is another product to which Stefano Porcellini drew the attention of journalists attending the event, an edgebanding system “…ensuring results that can be compared, and are even better than those that can be reached with laser edgebanding ”, he said without concealing his enthusiasm. “I do not hesitate to say that we have basically overcome laser technology with a simple process, which requires reduced investments and a limited maintenance. With “Air Force System” we have deserved the “Visionary Award” during the last edition of Awfs in Las Vegas, but I admit that the biggest award is to see orders coming in and growing demand for this solution”.

AROUND THE TECH CENTER...
The three thousand square meters of the Tech Center have been organized for specific technical areas: nesting, software, bSolid, drilling, sanding, cutting, edgebanding, production cells for doors and windows and five axis machining centers. As to doors and windows, we saw an integrated cell whose core was the “UniLine” multimeter, equipped with an automatic loading and unloading system that allows the line to produce standard and special doors and windows with endless...
working cycle in unattended mode, using only 20 percent of the operator’s time so that he can focus on the assembly or other operations while the machine is working.

“For the Nc processing for doors and windows – said Luca Tenti, in charge of Biesse technologies for this industry – we are without any doubt those who have revolutionized the production method, offering strongly innovative solutions both for small companies and for those looking for more important volumes”.

As to calibrating and sanding processing, “Opera 5” was previewed, a new and extremely flexible Viet finishing center allowing the user to calibrate and sand solid wood elements or pre-sand and superfinish veneered and painted panels.

The edition of BiesseInside 2013 strongly focused on nesting, a kind of machining method that is widespread in Anglo-Saxon countries and that is also spreading in Europe very quickly, for it ensures great flexibility and a “production reactivity” allowing the user to pass from batch production to “just in time” production. Nesting enables the modification, reprogramming of production systems, reducing costs and working in such a way to face a constantly changing demand more effectively.

We liked to see a “Rover A FT” in action, a machine provided with a feeding system allowing to measure a panel, load it in the right position and send it to the production area. We saw the working center run in nesting mode on three overlapped panels, a procedure that ensures a production from ten to twelve cabinets or kitchen sets in unattended mode. A working center that can be obviously integrated with drilling and edging machines, so as to have a finished piece, without limits of dimensions.

**BIESSE FOR IKEA**

“BiesseInside is a strategic meeting involving visitors from all over the world”, said Cesare Tinti, director of Wood Division, presenting the latest “effort” on which Biesse is working for Ikea. “We want to offer a preview of the new production line developed for Ikea Industry dedicated to the production of great volumes of shaped worktops that, after the development of specific solutions for hollow-core processing, confirms and strengthens the partnership with this important customer”. Four machining centers operating together, creating a real batch-one production line with 30 meters of high technology but also flexibility, versatility and productivity. But we won’t tell you more, because we agreed with Biesse managers to have the opportunity to see this solution and describe it in a more detailed way in one of the next issues of Italianwoodtech.

**WINSTORE**

Last but not least, “Winstore”, the automatic handling-storage system – please forgive us for the banality of the definition – that we have already had the pleasure to describe in our features. At BiesseInside 2013 we saw how this technology can be particularly suitable for the nesting world, but it can also be combined with cutting lines to create real high-automation working cells, particularly recommended for medium and high production volumes.

The combination with a “Wnt” cutting machine equipped with a “Twin Pusher 2.1” showed us the real benefits of this automatic warehouse and the efficiency and productivity increase that it ensures. Reduced footprint, one single operator and results that are so impressive that convince many people to buy it. Biesse is producing four models a month, mainly for Russia and Brazil, where the demand for high performance solutions in volumes is still high. A system that, as we have already said, can be integrated with edging or drilling processes and the automated factory is ready!

by Luca Rossetti

Watch the video on XylonTube.
"FUSION COATING", A NEW CONCEPT FROM CEFLA GROUP AND HENKEL

The latest “Cefla Live” presented the results of collaboration between Cefla Group and the German giant Henkel to create “high gloss” panels.

If we got it right, the goal is clear: “finish” surfaces that have no excellent quality, paint them with excellent results. In other words, take a panel of poor particleboard, do some magic on its dramatically uneven edges and poorly sanded and calibrated surfaces, until in the end everything looks like the most beautiful surface you have ever seen.

A magic that Cefla has already shown with its “Inert coating” technology, which we reported about several times in Xylon.

Now we have seen another development, namely “fusion coating”, a new process that goes a few steps further into this direction, also through the partnership with a big actor like the German group Henkel, and specifically their adhesive division...

Shortly stated, with a coat of hot-melt glue and an “inert coating” pass, you can achieve excellent finishing with an energy-saving process, compared to other methods, and a much smaller quantity of materials, with short deadlines and lower costs. It is also a more “ecological” project...

It sounds too good to be true, and instead, from what we have seen and heard, it is.

FOURTH “CEFLA LIVE”

Now that we have previewed what was under the spotlights, let’s take a step back and tell the story. The fourth “Cefla Live”, the “open day” organized by the Finishing Group of the Imola-based cooperative association, was a great success. The dazzling “Tech Lab” at Cefla welcomed 660 visitors from 17 to 19 October, more than twice as many as in 2012. Among these, 80 percent came from abroad, further evidence not only that export is our vocation and the greatest opportunity for our companies, but also that, when it comes to finishing, Cefla leads the ranking all over the world, wherever there is glass, furniture or composite to paint.

“In these years, Cefla Live has been growing strong – said Alberto Maestri, Sales Manager Cefla Finishing Group – but our philosophy has never changed: offering technologically innovative solutions to our customers, meeting their requirements and matching their working methods, while understanding their real needs and enabling them to choose “what to do”, but most of all “how to do” to open new markets. This means reaffirming our vocation to continuous innovation, to the design and construction of machinery and plants that enable our customers to be more competitive”.

Several machines were exhibited and running for all users to see and touch the possibilities of each product. There were solutions for swiveling spraying (“Easy”, “Mito” and “Prima”), “iBotic” and “Aquadry” for water-based coating cycles, machines and lines to paint glass, parquet, profiles and windows with “iGiotto”, edge coating with “Smartedge”.

Also at this Cefla Live, much attention was attracted by digital print. This is no latest news from Cefla, but...
it is still recent and an increasing number of users is looking at this solution with growing interest, as it delivers results that are really noticeable. Many visitors – including us – stopped to see what digital print can achieve, what you can do and the great decorating flexibility offered by "Pixart Plot", which can print all kinds of decorations or pictures onto flat or molded cabinet doors, without any problem. The only limit is imagination: if you want to have a new kitchen with your wedding pictures on the cabinet doors, or you prefer a wardrobe with a two-meter-tall Mickey Mouse, or you opt for less fanciful and more "industrial" patterns, the result is always perfect. It’s extreme customization combined with n-squared originality.

Undoubtedly, “Cefla Live”, as written in the press release of the Imola group “… has become a major event for the entire finishing supply chain, where the key stakeholders, including Italian and international paint producers, glue producers, suppliers of spraying equipment, abrasive paper, grinding wheels, conveyors and quality control, offer hands-on demos and all-round consulting to Cefla customers, ensuring a tangible benefit to all visitors”.

FUSION COATING
Let’s go back to the real news of this open house, namely “Fusion coating”. Presented in partnership with Henkel, this process combines two innovative systems: “Uv hotmelt coating” by Henkel and “Inert Coating” by Sorbini which deliver perfect adhesion and flatness on painted and decorated melamine-faced panels, both for glossy and for matte finishing. Such technology can be applied to mdf panels as well as rougher particleboard, for panels still to be sent to the cutting saw or already cut and edgebanded parts. This means that users can do as they wish, place the line wherever they want, and fit “fusion coating” into their workflow with maximum flexibility. There was much talking with Cefla and Henkel engineers at “Cefla Live”, and potential users showed great interest during seminars and tests carried out in the “fusion coating” plant installed at the open house, now available to anyone for real tests on their production.

How does it work? Andrea Luca Guiduzzi explained: “Very briefly, we can say that the Uv hotmelt glue by Henkel creates a flexible coating on the panel with one single application, thus reducing the number of coats compared to conventional processes. This adhesive has such features that it helps minimize cracks due to natural particleboard size variations, besides allowing to cut panels at the end of the whole process”.

ANDREAS KANZ
Andreas Kanz, Business development manager Adhesive Technologies for wood and constructions, added a sentence that we found really fitting: “The market keeps asking for new solutions, more beautiful products with better quality and lower costs. We make adhesives, we are a big group with intensive research. We have to give tangible answers”. Going into technical details, Kanz explained that the Uv-curing hotmelt glue “Technomelt Chs 370”, applied directly onto laminated panels, acts as primer for one or more lacquer coats, delivering a final “high gloss” effect as a result of its excellent adhesion to melamine, flexibility and compatibility with Uv paints. “Together with Cefla – Kanz added – we have developed a process that goes beyond conventional technology to make “high gloss” panels: the application of laminate with high-gloss film on wood-based panels is very expensive, not to mention the problems related to the application of paints and enamels on laminated panels, as current primers offer low adhesion to melamine and are not as flexible and Uv-curing hotmelt adhesives”.

“Technomelt Chs 370 Uv” contains no volatile organic compounds and is roller-spread at operating temperatures between 90 and 100 °C, offering an “interesting” process also in terms of energy usage. Costs are reduced further as the Uv glues “dries” immediately and the workpiece can be moved on directly to the next stage.

ANDREA LUCA GUIDUZZI
“We have developed new technology that, we are sure, will be interesting for a huge number of companies in our industry”, added Andrea Luca Guiduzzi. “After all, good ideas very often result from discussion and collaboration: the exchange of opinions and experience between Cefla and Henkel has resulted into a new development of “in-
"The result is stable, simple and fast to achieve, with the warranty of excellent final quality and trouble-free gripping", Guiduzzi states. "The line is shorter, about thirty meters versus 80 or 100 with other solutions, it requires less space and less energy, as we have developed a high-performance Uv oven that can do the same work as two conventional ovens. I add that all our tests have never shown yellowing problems, and we can work on edgebanded panels and with any kind of melamine".

It all starts with a melamine-faced panel onto which the Henkel glues is spread using a roller. Intermediate sanding, if necessary, and an "inert coating" pass are performed before final application. That’s it, clean and easy, also thanks to Uv.

about Henkel

Henkel operates worldwide with leading brands and technologies in three business areas: Laundry & Home Care, Beauty Care and Adhesive Technologies. Founded in 1876, Henkel has some 47,000 employees worldwide and holds globally leading market positions both in the consumer and industrial businesses with well-known brands such as Persil, Schwarzkopf and Loctite. In FY 2012, Henkel recorded 16.5 billion Euro revenues.

"Technomelt Chs 370 Uv". Watch the video on XylonTube.

CeFLA Finishing Group

Cefla Finishing Group, a global leader in wood and wood-based product painting, decoration and digital printing systems, designs and develops custom and turnkey finishing lines, providing leading-edge solutions also in the glass, plastic, cement fiber, composite and metal industries. Customers include some of the leading actors in the construction and furniture industries as well as companies operating in the aerospace and automotive sectors. The group is comprised of globally renowned brands (Cefla Finishing, Decodigit, Delle Vedove, Falcioni, Düspohl and Sordini) who have always placed innovation at the core of their business. Besides technology, the organization has a well-structured and widespread distribution network consisting of several subsidiaries and many dealers, and production units in the USA, Brazil and China. Cefla Finishing Group operates with an environmental friendly approach through the constant development of low-impact painting processes and the production of purification plants for volatile organic compound emissions, in compliance with European standards.

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Summing up, as they explained in Imola, we are talking about 40 percent material saving, faster drying cycle, greater stability of the coating film, consistent thickness of the finished panel, which means "zero problem" sanding. Guiduzzi was very clear about costs: a traditional process requires 270 grams of material with an average cost of 1.9 Euros per square meter. "Fusion coating" requires 20 grams of Technomelt, 60 of "inert coating", 45 of "top coat", which means 1.2 Euros per square meter, with 50 percent productivity increase. What else could we add?

by Luca Rossetti

"Technomelt Chs 370 Uv".
Evolving Joinery in the Name of Doors and Windows

For Zacchello Lorenzo, the transition from furniture to doors and windows represented the evolution from pure handicraft experience to innovative technology. Such transition was supported by the partnership with Scm Group.

Strong specialization and handicraft know-how, combined with innovative processing technology, in line with the emerging character of the “advanced craftsman”, are the ingredients that characterize the experience of Falegnameria Zacchello Lorenzo in Fossalta di Trebaseleghe (Padova), manufacturers of windows, entrance gates and armored doors, interior doors and blinds.

The story began thirty years ago in a small garage with a few used machines, hard work, great manual skills and strong passion. For Lorenzo Zacchello, who was a worker in the furniture industry, the entrepreneurial career gradually developed from traditional benches, porches and tables to wooden windows in the early Eighties, processed with a basic combined machine. From early creations for his own home, today – as the family is handing over business management to the second generation represented by Daniele, Elena and Aurora – doors and windows are the core business of the joinery, supported by the acquisition of machinery and equipment for flexible production according to customer requirements, both in terms of volumes and type.

The technology partner playing a key role in the development of Falegnameria Zacchello operations is Scm Group, a partnership lasting several years, based on mutual trust and friendship, as confirmed by Lorenzo Zacchello and his wife Vania during our interview.
Today technology makes the difference, and also thanks to Scm Group machines, we were able to carry on also in hard times, leveraging competitive pricing, good productivity and – most of all – good finishing, which the final customer perceives immediately! In this respect, “Planetario” is a wonderful solution, because it enables us to do all we want with the best result. Having maximum flexibility and top quality is not for everyone... I remember the day when we installed it, we were executing a major order and we have to calibrate huge arches, up to five meters, in few hours. Well, we had no problems and it was our first job with that machine”...

You have other joiners among your customers...

“...and maybe close to retirement. We take over their production, based on the dimensions and specifications they submit: they take care of assembling and customer relations. Over time, this type of collaboration has created the need to expand our technology. Today we can produce 450 windows.

Are you satisfied with this partnership?

“If you take a look around, it is obvious that we are happy with our partnership with the Rimini group: virtually all of our machines, all our lines are Scm-branded... We have selected their solutions for their functional value and also for our personal relationship. Take this example: several years ago, a fire destroyed the factory. Scm’s Alberto Segantin was among the first to arrive, we knew him well and it is still a friend for us: sitting at a plastic table outside the still smoking building, we planned the purchase of new machines...
panies, from architects to joiners, who try to be more competitive by offering certified products they would not be able to manufacture.

The decision to be always in the vanguard, to follow all industry developments, is rewarding: if the market demands a certain type of window, we equip ourselves to make it.

We have invested, learned and requested assistance from our suppliers to be up to date with innovation in hardware, glazing and all elements of a next-generation window.

We have acquired specific types of tools to make certain profiles and high-performance windows, as per month, with high flexibility so that we can meet the requirements of architects who design windows with unusual dimensions, off standard or with different types of opening, including sliding-lifting”.

Mrs. Vania, many companies have closed down in Lombardy, how is it going in Veneto? “Things are difficult also in this area. Unfortunately, many have closed down and large companies are suffering most, as they need big orders that constructions no longer offer in these times.

We are a small organization working for different types of customers, from private individuals to companies, from architects to joiners, who try to be more competitive by offering certified products they would not be able to manufacture.

The decision to be always in the vanguard, to follow all industry developments, is rewarding: if the market demands a certain type of window, we equip ourselves to make it.

We have invested, learned and requested assistance from our suppliers to be up to date with innovation in hardware, glazing and all elements of a next-generation window.

We have acquired specific types of tools to make certain profiles and high-performance windows, as amongst the many technological features, the 2-motor panel rounding tool that produces a high-quality finish, and the belt presser that ensures accurate, vibration-free piece transportation. All five configurations (a range that will satisfy any process requirement) are equipped with the “Save Energy” system that ensures energy savings of up to 9 percent and at least 20 kilometers of edgebanding saved per year, with a suction system that draws in over 98 percent of chips.

**LASER EDGEBANDING FOR HIGH VOLUMES**

The event in Thiene confirmed Scm Group’s vocation as a reference partner for large systems too. This was demonstrated by an extremely “powerful” edgebanding line: within roughly 40 metres, there are two two-
Those who remained up-to-date and offered quality to customers have survived...

"Exactly, also because today windows are considered an integral part of interior decorations, just like furniture. But at the same time, it is a component of the building envelope and it plays a role in ensuring the comfort level. Users also pay much more attention to finishing. They want to “touch” wood, feel its structure. That’s another reason why we have invested in “Planetario”, which allows to offer a haptic experience to each customer".

NEW DESIGN FOR CABINET DOORS AND DRAWERS
Productivity, quality, cost reduction, but also attention to the design of the end products.
The demand for furniture is based on a blend of elements that technology manages to unite without problems. Like the possibility to use effective edgebanding when you want to avoid adding extra technical components to the design.

More and more often, designers prefer surfaces without a continuous profile, without the addition of opening accessories; this means providing cabinet doors and drawers with the necessary ergonomic space for inserting a hand, or lateral profiles for easy use and opening.

This new design interpretation is becoming increasingly popular, and can nowadays be obtained via a less costly method compared, for example, with the application of rigid aluminium elements on the edges of the door or methods involving profiling and subsequent varnishing: the panel is merely milled to create a “J-shape”, then everything, including the cavity, is edgebanded using a more up-to-date version of the traditional soft-forming technique.

Whether it’s a kitchen cupboard door, a drawer, or a big wardrobe door, the problem is solved thanks to the Stefani system.

“SLIM LINE”
Scm Group has introduced the “Slim-Line” system, i.e. the application of glue on the edge rather than on the panel. This means better distribution and an almost invisible layer of glue.

A solution that ensures exceptional aesthetic qualities with far less investment compared with laser technology, 50 percent glue savings, and excellent performance. In Thiene (Vicenza) Catas presented the results of the tests carried out on the doors edgebanded with Stefani’s “Slim-Line” system: top class results leading to certification (test Uni 9240:1987 for adhesion and tearing; test Din 68930 for heat/humidity climate cycle; test Uni 9242:1987 for edgebanding resistance to heat) with top marks.

an essential step towards certification and compliance with KlimaHouse standards. We went to Bozen, we analyzed these certification parameters, we called specializing engineers to our company and we are still cooperating with a German expert who is constantly supporting us for energy-saving aspects, technology performance of windows and interaction between performance and materials, from wood to glass.

Another element we are keen on is the quality of raw materials: we exclusively use glulam wood, from oak to mahogany, from ash to spruce or fir, according to the product type and price range".

Watch the video on XylonTube.
The wood industry
is riding the wave
of green economy, adopting
it as the main approach
to production and to process
and product innovation.
Waiting for recovery
and a Green New Deal.

In recent years, green economy has often been
hurriedly and malignantly accused of being a fu-
turistic vision, adopted only by strongly determined
companies, not to say dreamers. Today, under the
crisis pressure, the scenario clearly speaks against
this interpretation and suggests that the "green" ap-
proach to production, finished product and end-of-
life management is increasingly vital, most and fore-
most in the wood and furniture industry.
Such attitude is shared across the entire supply
chain, from forestry to final product disposal, and
it is radically modifying visions and production meth-
ods, rewarding those who had the courage and ca-
pacity to face the challenge earlier.
This emerges from the stories, experience, inno-
vation and development efforts – in terms of prod-
ucts and business organization - undertaken by the
companies we interviewed for this article, from tech-
nology to software, from panel to furniture, up to par-
quett. This is also shown by the growing interest for
this subject in the industry and among institutions,
with wide-scope strategies that reach beyond tax
bonuses.

In Rimini, for the second year in a row, the
"Ecomondo" exhibition hosted the "General States
of Green Economy", promoted by the National
Council of Green Economy in collaboration with the
ministries of the Environment and Economic De-
velopment. 2,500 participants attended, with 1,400
more connected via streaming, 25 Italian and in-
ternational speakers, and the ministers Andrea Or-
lando (environment) and Flavio Zanonato (economic
development).
Among the actions planned in the road map for Italy,
the first measure is to "Focus on green economy
as a project for the country to face the multiple cri-
GREEN ECONOMY: VIRTUOUS AND INEVITABLE CHOICE

esis of economy, environment and employment that are impacting Italy.
Promoting a green New Deal with an innovative program of reforms to leverage the vocation and quality of Italy, to promote goods and services that improve well-being, to support energy saving and efficiency, and the efficient use of resources, and to deploy an extensive plan of environmental renovation”.

Keywords are eco-innovation, eco-efficiency, non-punishing, possibly rewarding tax conditions for environmental-friendly companies, energy saving and renewable energy sources, material recycling and recyclability, protection and promotion of ecosystem services, urban requalification, eco-friendly agriculture, sustainable mobility.

Rome was the final destination of the requests by Gbc-Green Building Council Italia, a no profit association of companies, associations and professional communities in the field of sustainable constructions. Gbc Italia has recently submitted to the Italian parliament a document mentioning the pending deadline of the 2012/27/EU directive for urban and construction renovation (where article 4 prescribes that, within April 30, 2014, a multi-year plan is defined to improve the energy efficiency of existing building assets, both public and private, and that at least 3 percent of public buildings undergoes significant renovation by the same deadline), an opportunity not to be missed to accelerate the sustainable approach to production and requalification of existing construction assets, also leveraging Gbc Italia’s availability to contribute to the definition of a construction and sustainability action plan at the Environment Commission of the Italian Parliament.

This picture leads to a clear remark: “green” production (with a consistent green attitude not only by companies, but also by consumers) is more than even not only a virtuous decision, but an inevitable one. An innovative approach is required to support the awaited economic recovery, starting from constructions.

HIGH QUALITY FROM RECYCLED WOOD
Technology and performance innovation for panels is tightly related to sustainability. An example is Fantoni Group in Osoppo (Udine), a “made in Italy” giant with over 1,200 employees in seven companies in Italy and abroad (Fantoni, Novolegno, Lesonit, La-con, Patt, and Spik Iverica). Their core business is particleboard and mdf for the furniture industry and interior decorations. According to Paolo Fantoni, general manager and Asopannelli/FederlegnoArredo president, the current scenario is controversial. “The Italian market is showing timid signs of improvement, maybe driven by the recent tax allowances offered by the govern-
ment to support the furniture industry”. Two key issues remain, “… the lack of raw material for panel producers, as wood is increasingly addressed to energy and pellet production, also in Eastern Europe, combined with lower attention to wood cutting, and the difficult situation on some strategic destinations for the panel industry, due to social turmoil in Northern Africa, Syria and Egypt. The trend in 2014 will also depend on the government’s decision to extend tax bonuses further or not”. Fantoni’s research is characterized by the commitment to use 100 percent recycled wood for panel production. Examples include the “IS” panel for bio-constructions and the “1R FX” mdf panel for alternative applications or combinations with classical humid fiber panels, for the production of sitting room furniture frames, wall paneling for stores, applications on columns, exhibition booths, walls and ceilings. Entirely made from recycled wood with 2.3 or 2.5 millimeter thickness, it can be used alone or combined with multilayer or particleboard panels, and it can be easily bent and shaped by virtue of its flexibility.

“The switch from virgin raw material to recycled wood has led to a change and upgrade of machinery, structures, log yards and so on, but most of all a new approach to the sustainable control of emissions”. Does a green product pay? “We are not yet fully leveraging communication opportunities offered by a product entirely made from recycled materials. The paper industry has been doing that for years, and it seems the message has been received, while furniture has no such appeal yet. It’s a matter of general industry evolution. We must work to spread this approach more and more, then companies and consumers will have to understand the value of purchasing specific products”.

DON’T BURN WOOD, RECYCLE IT

Since 1962, in Caorso (Piacenza), Saib has been manufacturing raw particleboard and laminated panels for the furniture industry. The reuse of waste from woodworking operations to exploit secondary raw materials is the distinctive feature of this company. What’s the current scenario? “The domestic market is certainly changing rapidly”, says Giuseppe Conti, owner and chief financial officer. “The rules of the game have changed completely. Only those who proved to be flexible survived the recent tsunami; the winners are those who can renovate products and production processes. You have to produce well and fast, this crisis has further shrunk decision lead time and you must decide very quickly”. For over twenty years Saib has used only reclaimed wood in production. The dispute against the exploitation of wood biomass for energy production is still hot. “Each year we reclaim over 400 thousand tons of wood, more than 100 trucks per day. I would like to spend a word for our industry, which is facing the competition of powerful energy lobbies that buy wood to burn it, and they get tax incentives that are charged on the energy bills of citizens. I cannot understand the rationale behind this, nor the innovation in burning wood; it is more virtuous recycling it to make furniture rather than burn it in a boiler. If you recycle wood to make furniture, you have no impact on the community, we don’t want any tax facilitations, quite the contrary, we want all tax facilitations to be eliminated, the entire furniture industry is demanding that”.

Today, for Saib, an eco-sustainable approach is essential. “Any production process innovation must be evaluated from an environmental perspective. I am sure the costs are much lower than you normally think; ecology and economy often go hand in hand. Process innovation normally helps improve yield, and consequently, reduce consumption and environmental impact”. Producers and consumers have changed their attitude, looking at wood recycling as an added value. “Recently, also the furniture business has discovered the green side, it has become a marketing asset. For years, furniture suppliers concealed the fact that a prod-
CORK PELLETS
FOR CONSTRUCTIONS

Tecnosugheri, based in Paderno Dugnano (Milano), is the Italian distributor of Corkpan from the Portuguese company Amorim. Cork for sustainable constructions is still a “niche” material, though recording increasing interest for its natural properties and new applications.

“The crisis of the construction industry is there to be seen – says Andrea Dell’Orto, marketing manager – but maybe we are less affected as we deal with a niche product. The panel “Corkpan MD Facciata” for heat insulation with no additional coating has introduced us to a number of designers looking for distinctive visual impact”. Such application leverages the properties of cork submitted to a thermal roasting process.

“The entire “Corkpan” supply chain has always been green, 100 percent natural, made using 90 percent energy from fired processing waste and scraps. This process is fully natural, with Ec-marking and Icea/Anab certification for ethical and eco-sustainable products. Certification was achieved as roasted cork can be reused indefinitely and is 100 percent recyclable”. As to applications, “Corkpan” is used as insulation for new or renovated buildings, especially brick and mortar constructions. Its most obvious application is in wooden houses. “Unlike blonde cork or wood fiber, “Corkpan” has no added glue and the panels are formed by leveraging the thermal roasting process. In this stage, through steam injection, cork grains expand, incorporating air and releasing suberin and other waxy substances that bond the material. After cooling, waxes wrap up each grain and make it waterproof and resistant to chemical and weather agents”.

However, it is still a long way to find a place in the Italian construction market. “Using cork in constructions is not common in Italy, we are trying to educate and inform designers to fill the gap. In the near future, the challenge is to increase the sustainability of constructions, then we will be even more active on the market”.

COMPACT AND SUSTAINABLE

Solid, compact and affordable, that’s sustainability for machinery designed for “small” companies. In Vigonza (Padova), Fravol has been manufacturing woodworking machine tools for over fifty years, especially machines to glue, butt, trim straight panels and edgeband shaped panels, in small and large batches, for handicraft workshops and for furniture factories in Italy and abroad. They have 25 employees.

“Business keeps going, but it is spread all over the world, not only in key markets like the European Union, Russia or Africa. Some regions are recording modest growth, such as the United States, where the annual trend is plus 20 percent”, explains Andrea Volpato, sole administrator. Today, in machinery construction, details make the difference, especially if they concern values like energy saving, efficient production and equipment dimensions. “Customers come to us with a spending budget in one hand and a ruler in the other, so our key targets are compact volumes, competitive pricing and energy saving, also based on new concepts for the motors and the devices, offering more flexibility according to requirements. In the past, we pioneered this approach”. How is the marketing responding to the
green approach? "In Italy, this added value is not recognized and even minimum cost increases are considered unjustified, unlike what happens with German or Swiss customers. The idea should be submitted later on, when the market is more mature, and it makes more sense for producers of big volumes rather than small handicraft businesses".

For their customer target, Fravol has developed an applicator of coextruded edges, “… leveraging hot air and pressure to heat the bonding face of the edge, with lower costs than a laser edgebanding machine and less maintenance requirements over time. Edgebanding with co-extruded edges requires no glue, anti-bonding or cleaning fluids, therefore it represents an eco-friendly edgebanding process. Moreover, it can be retrofitted on existing machines. Most of all, an important factor is its affordability".

Same approach for the installation of the universal pre-melting aggregate for Eva or Pur glue in granules and cartridges, “… which helped slash cycle time in operations when required, plus offering time and energy saving. Using top-quality glue, the universal pre-melting aggregate allows to expand production flexibly, without stopping the plant to refill the glue tank and without any waste".

In the future, "we will reduce the number of installed aggregates, improving performance while reducing costs and dimensions".

**LESS WEIGHT, LESS CONSUMPTION**

A sustainable machine not only saves energy, it is also more compact and lightweight, with identical technological performance. This is the basic concept for Vitap, based in Poggibonsi (Siena), seventy employees, manufacturing boring machines (small and medium size production, big models and Cnc’s for flexible cycles) and edgebanders (semi-automatic models for shaped and straight parts, and single-shoulder automatic machines) since 1954. Product innovation research is focused on these aspects, explains Franco Tanzini, founder and business partner of Vitap, against the background of a market that (especially in Italy) is still blurred.

“When the crisis broke out, we developed new highly flexible numerical control machines, where the sustainability concept translates into lower energy consumption as well as more compact dimensions, as a lighter machine has lower mass to handle, and therefore lower energy consumption”. Minimizing wood waste is the second must. New machines “optimize panel cutting and reduce stock requirements for companies, helping further reduce costs for producers”. Vitap machines feature a system that, instead of using vacuum pumps, exploits a natural process, called “Venturi” effect, that saves energy and space.

Vitap’s export share is 98 percent, the most interesting markets are North and South America, UE and Russia, Asia, Northern and Southern Africa, and the United States. They are in a favorable position to see the impact of the green approach on the wood industry, a positive impact. "Working in 80 different countries, we are noticing that awareness for
these issues varies in each country and from people to people. In more sensitive regions, we “sell” sustainability as an added value: a more compact, silent and equipped machine enhances the impact of our sales approach to the customer for their final purchase decision, together with overall product performance. Besides sustainability, the future also looks at equipment and attention to the visual impact of finished products.

GREEN BRAINS FOR NUMERICAL CONTROL
The road to “green economy” also depends on software for numerical control machines. This is the business of Ddx Group (Brembate di Sopra, Bergamo).

“To meet the requirements of a market where companies are increasingly oriented to cutting consumption, for many years now we have been developing software solutions that leverage the full potential of 3, 4 and 5-axis systems, while ensuring energy and material saving”, explain Ddx experts. “All Ddx products adapt to different types of numerical control machines and handle all process stages: computer-aided design, import from external software, tool and process management, positioning of parts and subparts on the worktable, 3D simulation of operations, and generation of the nc code for the machine”.

Energy consumption for production is optimized by Ddx Cam, that streamlines machine movements during the process and minimizes idle strokes. The Ddx software packages are innovative in view of sophisticated functions such as 3D simulation and collision control. Machining process simulation is base on the real 3D models of the customer’s machine, the worktable, the motors, the tools, the workpieces. Each motion is driven by the software which, via the collision control module, identifies possible interference that may occur during operation. In case of negative results, the software notifies possible anomalies to correct and, when all stages have been executed properly, it generates the machine code. “The Ddx software package allows to check the correct setup of operations during the early design phases, before going to the machine, preventing possible damage to equipment, as well as energy and material waste”. Sustainability turns into competitiveness. “If you choose eco-sustainable technology, not only you guarantee environmental safeguard, but you also increase a company’s competitiveness while reducing costs”.

ENVIRONMENTAL IMPACT REDUCTION
The race to eco-sustainability in paints has slowed down due to the crisis. However, research continues, with the goal of reducing the environmental footprint of traditional solvent products that are more and more requested.

That’s the vision of Alessandro Pirotta, general manager of Sherwin-Williams Italy, the Italian branch of the US giant Sherwin-Williams, a wood coating specialist. “From January to September, Federchimica recorded a 5 percent decrease especially in water-based and Uv ecological product sales for indoor and outdoor, due to the relentless decline of the construction and furniture markets, which is expected to continue. In the third quarter 2013, demand increased compared to 2012 despite the result versus the previous quarter is negative, just like the macroeconomic outlook for 2014. The positive side is that our customers are increasing their export shares, confirming that the foreign markets are the only anchor for our production”. Sherwin-Williams Italy exports 65 percent of production directly, with expanding business in Eastern Europe (Russia is the second market after Italy), Asia and the Middle East; business is suffering in the old continent, especially in Italy, France and Spain. The problem is the added value of green products. “The enthusiasm for these products in the early 2000 is vanishing, unfortunately; customers affected by the crisis have turned to more af-
fordable products to increase their competitiveness. Such trend mainly impacted water-based products, although they will continue to bring satisfaction for some types of furniture, such as kitchens”.

Products in demand include high-solvent coatings, which contain lower quantities of solvents. Sayerlack (a Sherwin-Williams brand) is making progress in research, achieving major recognitions like the Milan Polytechnic’s invitation to Mauro Tanelli, technical manager of Sherwin-Williams Italy, to take part in the debate on the current production of eco-sustainable constructions and furniture. “We are working hard on coatings using carbon alternatives like castor oil, which help reduce impact in terms of emissions, and on projects to increase the dry residue in solvent paints. The scenario has changed completely, the company is strongly committed in this direction”.

ECO-SUSTAINABLE FROM START TO END

For over 50 years, Durante & Vivan in Ghirano di Prata (Pordenone) have been manufacturing and selling glues and adhesives for the wood industry in Italy and abroad, for different applications and needs, including surface coatings and curved panels, assembling, edgebanding, profile coating and so on. “Eco” products are the key reference. “Sustainability is less and less an abstract concept – says Massimo Venier, R&D Manager – it is increasingly concrete and tangible in our daily work of research, development and innovation. The market is showing increased awareness for these topics”.

Glues are eco-sustainable from initial recipe to end of life. “Given the same bonding performance, we prefer raw materials from renewable sources, biological products that the market currently offers and that are often developed in partnership with out suppliers. We opt for local raw materials to minimize environmental impact from transportation. Even plastic packaging contains significant quantities of recycled plastics”.

On the application side, the reduction of application temperature allows to save energy and reduce emissions. A significant example is the new range of hot melt reactive polyurethanes with bio-polymers featuring low disiocyanate emissions, for the wood-furniture market and other sectors. Another example to understand the evolution of glue products comes from particleboard lamination, where acetoxyvinyl resins as alternatives to ureic glues are more and more popular, as they eliminate formaldehyde emissions. Specific acetoxyvinyl grades have been developed recently, totally formaldehyde-free.

Life Cycle Assessment (LCA) allow to analyze product and process development accurately, calculating the carbon footprint of a product or a company. New glue developments in the wood-furniture industries takes these factors into consideration. “Sustainability is a major driving force, but at the same time, developments are also driven by new solution demand from customers, by new substrates to bond, technical enhancements, performance improvements and cost reduction. Although at first sight some research and development drivers seem to be based on economic considerations only, making products with higher and higher quality or producing them at lower costs improves the industry’s competitiveness and, consequently, the economic status of all people”.

by Olivia Rabbi
In a time when cost of energy is at its maximum, waste must be reduced and design is recycling-oriented. DDX (www.ddxgroup.com) provides software products which exploit all the potential of systems with 3, 4 and 5 axis ensuring at the same time huge energy saving. All DDX software solutions can be adopted by different Cnc machining centres and fully manages every stage of the working process: free Cad design and import of pieces from external software, management of tools and machinings, positioning of pieces and clamps on the bench, 3D automatic collision detection with simulation, machining optimization and program generation. With DDX far less energy is consumed in piece processing and production thanks to some special modules, such as automatic collision detection and 3D simulation.

The simulator of the machining process, internally developed by the company, shows the 3D model of the machining centre, table, tools, motors, clamps and raw pieces. You can check on the screen if the working cycles are correct and optimized before sending the Nc code to the machine, avoiding wrong processes and reducing waste.

With DDX no more wrong tests on the machine: check the simulation on your Pc and send the Nc code to the machine only if correct. DDX software package prevents damages on the machine since it is equipped with the collision detection module. This module finds out any collision that may occur during the machining process: it controls any movement of the machine, aggregates, tools, table, clamps and vacuums, carriages, etc. Before generating the Nc code for the machine, the software reports any negative result to the operator and, if everything has been correctly defined, generates the optimized programs for the machine.

The automatic collision detection module allows you to check on the screen before machining if the program is correct: therefore it reduces testing, ensures less material and power consumption and prevents damages to the system. Choosing green and eco-friendly technologies gives benefits to the environment but also to your company, since it helps reducing costs and increasing your productiveness: that's why DDX can play a key role in its customers’ company development.
SUSTAINABILITY AND BUSINESS STRATEGY

A Mario Boroni Grazioli’s contributions, that we are pleased to feature in Italianwoodtech. The author explains how to build a competitive advantage in an ever-changing economic context.

In the past ten years, a different vision has emerged for the relationship between enterprise and competitiveness, recognizing environmental protection and social responsibility as real competitive drivers, i.e. values to be taken into consideration to guarantee sustainable development and, consequently, business growth. This is the great challenge that sustainability is launching to manufacturing companies, related to their capacity to support the transition from market economy to sustainable economy.

In this process, a company must expand its scope and fit into a wider context, where strategy becomes the key element to direct your actions to the three goals of sustainability: environmental safeguard, social welfare and economic development.

Today, sustainability has become a key driver of long-term business growth, generating profitability by incorporating environmental and social topics into your business model. Resting on three pillars – environment, economy and society – sustainability is expanding the value creation area for companies, not only for their own sake, but also for all stakeholders: employees, customers, suppliers, shareholders, financial supporters, communities and society.

BUSINESS STRATEGY BEFORE SUSTAINABILITY

Strategy is the key to success for all companies, while competitive advantage is the result of good strategy. Despite its popularity in business management, the word "strategy" became an essential lever for entrepreneurs and managers only in the Eighties and Nineties. The turning point was the widespread introduction of "competitive strategy" and "competitive advantage" concepts, developed by US Harvard University Professor Michael Porter, the most eminent strategy scholar and author of popular books, including "Competitive strategy" and "Competitive advantage". Porter’s most significant contribution was the idea that any business strategy should be built on the possibility to create competitive advantage based on factors related to the competitiveness of costs and differentiation, i.e. leveraging the following factors.

Key factors for cost advantage: scale economies; process technology; product design; supply chain excellence; fixed to variable cost ratio; organization training; supplier relationships, and more.

Key factors for differentiation advantage: scope of product and service portfolio; functionality; product quality; level of service offered; customer relationships; specialization of sales and distribution channels; order management; quick on-time
deliveries, and more. The search for competitive advantages through cost leadership and product/service differentiation hasn’t always delivered the expected benefits, because such strategy implies the need for companies to have suitable skills and competence to obtain and retain such advantage. These skills are not always available or up to the strategic goals to be achieved.

As a result, in the Nineties, business strategy started to focus on internal business elements, including resources, staff skills, distinctive expertise and production flexibility. This led to the concept of “reorganization of business processes”, holding the promise of huge savings. The focus of business management turned towards the inside of companies, mainly to operating efficiency, to business process reorganization and to customer service flexibility. Today it is acknowledged that both strategic visions, internal and external, are not enough to support business growth if they are adopted exclusively. The modern approach to strategy preferably takes into consideration both external opportunities and internal resources, as equally important factors to select key strengths and to formulate a competitive strategy.

“All companies need to have a competitive strategy, but this is much more important for small and medium businesses, as they normally don’t have huge resources. SMBs must choose between a positioning strategy that is hard to replicate by competitors or not interesting for them, because if it can be easily imitated, sooner or later the bigger competitors will do it.” (Michael Porter)

SUSTAINABILITY FROM A BUSINESS PERSPECTIVE

In the age of sustainability, Porter’s competitive strategy and competitive advantage concepts are still core to any enterprise strategy. However, the scenario has changed deeply, due to the need of pursuing the challenge of sustainable development – a concept that combines the three essential and indivisible areas of environment, economy and society – and the evidence that environmental action by itself is not enough to win the challenge. Even propensity to innovation alone is no longer enough to make a sustainable company.

You need a new governance of innovation, where stakeholders are no longer constrained to the role of recipients of a share of the social value generated by the company, but they become key players for value creation policies. Several surveys have been carried out in recent years about sustainability-related topics, whereby all results indicate that sustainability is a success factor for the future of companies. A survey by Kpmg, a primary consulting firm in professional services to companies, confirmed that at least 60 percent of interviewed companies all over the world have adopted formal sustainability strategies.

When asked to identify the greatest benefits offered by their sustainability programs, they answered: improved image/reputation; compliance with laws and regulations; cost reduction; product and service differentiation; increased profitability; environmental risk control; customer loyalty; preservation of competitive capacity; value creation for shareholders; employee loyalty.

Porter himself, together with M. Kramer, in an article published in Harvard Business Review magazine in 2011, introduced the concept of “Shared Value”, namely a set of policies and practices that strengthen the competitiveness of an enterprise while improving the economic and social conditions of the communities where it operates. Porter stresses that a company’s competitiveness also depends on the social context and that the connections between enterprise and society deliver a number of opportunities that lead to growth and welfare. In 2012, the Commission for sustainable development of Confindustria published the “Paper of sustainability principles”, an “addressing” tool for both small and big enterprises. It’s ten principles defining values and commitment as integral parts of business activities and the related processes for production growth. As a matter of fact, this approach expands the scope of responsibility for companies, hence the “borders” inside which they have to be accountable for their actions, responding to all internal and external stakeholders.

The Confindustria paper also represents an alignment to the European Union’s 2015-2020 strategy, stating that corporate social responsibility (CSR) or sustainability must “… create social and sustainability values shared by society as a whole”.

“In the future, the competitive advantage will only be achieved by the companies that have adopted sustainability principles and values. This means reconsidering the business model, as well as products, services, processes and technology”. (C. K. Prahalad, R. Nidumolu, M. Rangaswani from Harvard Business Review-2009)
ORIENTATION TO SUSTAINABILITY

Culture – together with environmental protection, social cohesion and economic growth – is the fourth pillar of sustainability. Culture is the common base of mental attitudes, values and actions that drive people, communities and companies. Today, the goals of companies are less and less limited to profit and economic results, while the recognition of the environment as collective value and the achievement of social consensus are increasingly recognized values that can create benefits for the enterprise. After all, in our economy based on the right to have a job, with great difficulties to preserve the levels of social welfare, an effective way to protect and develop the competence and peculiarities of a company is to follow the principles of sustainability, through improved strategic capacity in the integration of environmental and social needs with specific product and service offers, and the business processes adopted.

The cultural and operating commitment of companies towards sustainability is focused on four key areas of activity: environment, work, community and market.

Environment. The priority is to reconcile environmental impact and ecological efficiency to achieve sustainable development. Environmental culture spreading into society, supported by environmental movements and shared by citizens, has already driven most companies to new behaviors, such as: reduction of energy consumption; use of renewable energy sources; reduction of carbon dioxide and other harmful gas emissions; the reduction of raw materials and other materials; the reduction of waste, the use of recyclable materials, up to a new mobility concept.

Work. The priority is attention to workers safety and human rights. Companies are increasingly urged to consider workers’ health, work safety, youth employment, equal opportunities, protection and valorization of disadvantaged people, elimination of labor under age, reconciliation of family and work.

Communities. The priorities are social cohesion and the quality of relationships with the stakeholder community. This includes social initiatives; charity work; creation of foundations and no-profit organizations; engagements with local institutions, closer dialog with stakeholders and stronger partnerships with institutions and no-profit organizations.

Market. The priority is focusing on the value chain and customer satisfaction. The core concepts include transparency; compliance; research and innovation; new sustainable products and services; interactive relationships with customers and suppliers; transparent communications inside and outside; reputation and image. Customers and society are looking at companies and their culture from a new perspective. The evaluate initiative capacity, they appreciate technical and commercial results; most of all, they urge them to assume other roles than just wealth producers. In other words, from the business world they expect active participation to the growth of national and local communities.

IMPROVEMENT OF BUSINESS COMPETITIVENESS

Some say the sustainability means competitiveness, adding that this does not automatically mean that any sustainability action strengthens the competitive advantage of a company, but rather that certain actions can strengthen and differentiate a company, if they allow to create value for stakeholders. The way a company performs each activity is also the way it generates value for itself and its customers, as any value-creation activity uses physical resources, human resources, internal and external processes. Value-creation activities were gathered by Michael Porter into a model called “Value chain”, that divides business activities into primary operations (internal logistics, external logistics, marketing and services) and support operations (human resource management, innovation, infrastructures and provisioning). How effectively these activities are executed depends not only on the story, culture, competence and systems of a company, but also on the collaborations patterns with customers, suppliers, partners and allies. As sustainability represents a company’s strive to meeting the social and environmental expectations of different stakeholders (employees, customers, suppliers, financiers, shareholders, communities and society), it will inevitably affect value creation.

So, the key questions are: What is turned into value by sustainability? How is value created? Where is value created? You can identify four value chain areas to apply sustainability and to create competitive advantages through differentiation: customers, suppliers, business processes and reputation.

Customers. They demand products with a social-
environmental value. Sustainability becomes a constituent of quality, and therefore a differentiation factor. Sustainable products increase the efficiency of energy usage, optimize the use of raw materials, reduce the quantity of waste, meet conformity criteria, can introduce effective innovation from an environmental point of view, give information about use and disposal.

**Suppliers.** They can improve the overall competitiveness of customer companies. They are supply chain partners that adopt sustainability initiatives to safeguard the supply chain “meshes” upstream, minimizing the environmental impact of product lifecycles and meeting compliance rules, ethical and transparency principles.

**Business processes.** They support the integration of competitiveness, environmental sustainability and social responsibility. They pursue different goals: efficient use of resources, reduction of environmental impact, innovation of sustainable products, development of clean technology, staff training in sustainability, transparent relationships. Business processes are the key enablers to seize the opportunities offered by sustainability-driven changes.

**Reputation.** It’s about the image of a company as a social actor and it can be a strong element of differentiation from competitors. It concerns the need to be considered as contributors of economic growth and actors that can generate environmental and social value for the community.

### SUSTAINABILITY STRATEGIES

The previous remarks about the orientation of a company towards sustainability values and practices and the improvement of competitiveness though the benefits of differentiation along the supply chain, can be represented as a matrix with four quadrants, each identifying a different strategic positioning. (see “Sustainability Strategies” table).

The “Sustainability culture absent” quadrant refers to companies that know little about sustainability and deploy only limited voluntary actions to meet the requirements of stakeholders. The “Conformity practices” quadrant refers to companies where sustainability translates into the adoption of procedures and certifications in compliance with management standards. Basically, sustainability is driven from the outside, from demanding customers, or from competitive pressure. The “Sustainability practices” quadrant refers to companies that adopt sustainability as a characteristic feature of their culture. Sustainability translates into a number of actions and in clearly defined areas. The set of deployed actions and practices feed the intangible resource assets to the benefit of the company's future development. Finally, the “Differentiation advantage” quadrant refers to companies that have identified sustainability as a core element of their strategy and a lever of competitive advantage based on differentiation from competitors. In the industrial domain, any action undertaken must be aimed at increasing competitiveness and profitability, also when you decide to invest in sustainability. However, it is a fact that sustainability makes the enterprise system more complex, as it requires to reconcile economic growth needs with environmental protection and social welfare. To achieve this result, new business models should be adopted, able to integrate different value creation factors both for the company and for stakeholders. “Sustainability has turned from constraint into business opportunity, becoming the foundation of an enterprise growth strategy”. (Sodalitas Foundation, from the survey “Being sustainable: a future tense”, carried out in 2012).

Mario Boroni Grazioli
CLEAN ENERGY FROM WOOD WITH GASIFICATION

Renewable energy sources from wood are not limited to biomass combustion, they also include gasification, the new frontier of environmental sustainability. This is the development undertaken by Pezzolato.

From the first processing of wood to the production of green energy, this is the leap forward that Pezzolato of Envie (Cuneo) has made with the production of turnkey cogeneration plants based on the gasification principle. The creation of Pezzo-lato Energia has been a milestone for the growth of the company. It is the fourth production line of the company based in the Cuneo area, presented last July and designed to be integrated with the product range including chipping machines, disc chippers, compost machines, automated equipment for the production of firewood and horizontal log sawing machines.

Founded in 1976 – since 2001 owner of the brand Bongioanni specializing in machines and plants for sawmills – Pezzolato has consolidated its interest for renewable energies focusing on the production of medium/small-sized cogeneration equipment based on wood gasification. Within an economic context that is increasingly focused on the "environmentally sustainable" approach (reduction of consumption and emissions), the cogeneration obtained with this kind of plants does not only allow users to optimize energy costs and reuse potential production wastes cost-effectively, but above all to boost growth processes in the surrounding area, thanks to the creation of short supply chain

Presentation layout of Pezzolato Energia.
for wood wastes, with reduced environmental impact and considerably fewer emissions as compared to combustion.

The new Pezzolato Energia line offers “turnkey” solutions for the production of electric power from 50 to 300 kWel and thermal energy for heating purposes. The benefits of the system are clear. Thanks to the gasification system, with one kilo of wood you can obtain 1 kW of electric power and 2 kW of thermal energy. The process is based on the extraction of wood syngas through drying stages (200°C without air), pyrolysis (200°C – 600°C without air), oxidation (1,000°C) and reduction (>700°C). The gas obtained, clean and similar to methane, feeds the engine and thus activates the production of electric power, while machine cooling is used to produce hot water for heating.

The gasifier is fed with chips featuring optimal grain size and maximum humidity level of 10 percent. The ace in the hole of Pezzolato is the control of the whole processing line with pre-treatment of fuel materials, an industry for which it can count on twenty-year experience, ranging from chipping, drying and screening for thin/thick separation of materials before gasification. The compact design is a further “added value” of the finished plant: in order to produce 100 kWh electric power and 200 thermal energy, the plant must contain a volume similar to two containers of 40 feet (24 x 2.5 meters of depth) between cogeneration and pre-treatment.

The central structure of the gasifier consists of a patented solution produced by a German company that counts on a consolidated experience in the field with several units produced. There are many growth perspectives for this new energy source in Italy, as confirmed by Pezzolato’s owner, Riccardo Pezzolato, and the product manager, Erik Capellino.

Mr Pezzolato, have you decided to approach the wood gasification industry to ride the wave of renewable energies and, also, to re-gain market shares?

“The market continues to be positive for us. We have decided to approach gasification simply because we believe in renewable energies. Wood is an energy source that we know and we are acquiring more and more skills and expertise also in the gasification sector. Close to the Pezzolato site in Ervie, in 2011 we built – together with a partner – a 1 MW biomass power plant with annexed district heating (or teleheating) system. The development and implementation of this equipment has taught us that it’s easier to manage small-sized machines: this has led us to start leveraging the gasification technology”.

Your latest milestone was the takeover of Bongioanni in 2011…

“Bongioanni was a “happy ending” challenge, we produced plants all over Europe with key destination markets in Germany, France and Austria, besides emerging countries where band saws are not so popular. Thanks to Bongioanni, Pezzolato has obtained visibility all over the world. Despite industry difficulties, the Bongioanni brand alone recorded a turnover above 4.5 million Euros last year, maintaining an important market share in Europe”.
How is the market reacting to gasification?
“Thanks to incentives, even though they are not so high, the interest for wood gasification at national level is not lacking, without forgetting that the customers are more and more aware and they do not want to invest their money at random, but they want to find effective and efficient solutions: all those who can offer them are awarded by the market, also in case of strong competition. This could also be an encouragement for the evolution of the market itself, managing a gasifier means indeed that new jobs are created with important positive effects also on the management of mountain areas”.

Mr. Capellino, you are monitoring the project evolution closely; which are the requirements for a short wood gasification supply chain?
“The optimal situation is to organize a short supply chain collecting the materials from local forestry companies. The ideal location is represented by mountain/foothill areas or the wood industry that generates much waste, but keep in mind that sawdust cannot be used”.

Which are the requirements for raw material to be gasified?
“A 50 kW gasifier needs approximately 16 quintals wood per day, that is six cubic meters of chips. Branches can be used starting from five meter diameters in order to obtain chips with suitable dimensions. The machine can exclusively use virgin wood”.

Which is the target of these plants?
“These plants are produced for those who can benefit from generated heat and who want and feel the need to move away from non-renewable sources. We not only address companies in the wood industry, but also agricultural companies in foothill areas, which generally have wood availability and high heat requirements to manage the production sites, from sheds to living areas. For example, a 300 kW power plant for about 600 kW thermal energy generates enough energy to heat six thousand square meters approximately”.

Mr. Pezzolato: for this adventure you need courage...
“A company like ours is often at a crossroads: keep investing trying to grow, or lose ground. Pezzolato’s vision is to pursue growth, always, gasification is the new challenge”. □
The application of high-performance glass contributes to increase the performance level of windows with high energy efficiency for the construction industry. These solutions include the “Glass6therm Thermal” product range by Glass6therm, the Italian brand in the glass industry owned by Glass6 Group. The latest innovations include “Glass6therm 0.3” multiple glazing, particularly effective for the reduction of heat dispersion and, thus, energy consumption, with a UG heat transmission rate of 0.3 W/(m²K). Another key requirement is flexibility. “Solar Control Variabile” is the latest addition to the “Glass6therm Solar” range dedicated to solar control, which improves the living comfort reducing expenses for air conditioning. It is a special layered glass with a structure featuring a nanostructure coating that changes its color to dark blue, to ensure the highest level of sun protection. It can be adjusted with a button that allows the user to change the intensity of energy transmission and light in five different modes (from a TI of 50 percent down to 15 percent). “Acti Mirror”, a customizable solution, leverages all the features of special glass and the most recent technology in the areas of connectivity, multimedia content visualization and identification of items/people. “VedoNonVedo”, finally, is the special layered glass with Pdlc liquid crystal film: when crystals are crossed by an electrical field, they line up and the glass becomes transparent, while it becomes sandy/opaque when no electrical activity is recorded, ensuring privacy while letting light through at the same time.

The “Expo 2015” event in Milan is “painted green” and looks at environmentally sustainable materials and products for the creation of events, showrooms and buildings currently under construction. This is the focus of “SiExpo - Sustainability and innovation for Expo 2015”, the online catalog designed to include innovative eco-friendly products and materials that will be exhibited during the international event. Organized by products and applications, divided into five main sections (construction materials, interior decorations, urban furniture, packaging and exhibition complements), the catalog can represent a visibility vehicle for eco-friendly and innovative products focusing on the topics of “Expo 2015” (“Feeding the planet, energy for life”). The purpose is functional: “SiExpo” catalogue is addressed to exhibiting countries, designers and companies involved in the project, as well as the general audience. In particular, designers and companies can leverage a database allowing them to search for low environmental impact materials and products through different selection filters, according to sustainability and innovation requirements. The whole operation is managed by Consorzio SiExpo, entrusted to develop, manage and maintain the interactive database. The organizations that are part of the project are two, they have decided to represent the strong combination between the reuse of raw materials and wide-spectrum innovation. “Remade in Italy” association, founded by the Lombardy Region, the Milan Chamber of Commerce, Conai (National Packaging Consortium) and Amsa Milano, promotes “made in Italy” products coming from recycling activities. The second organization is “Material Connexion”, the most important research and consulting center for innovative and sustainable processes and materials which through a huge archive, both physical and online, including over 5,700 materials and production processes, promotes the creation of contacts between material manufacturers and potential users (companies, designers, architects, students, etc.) to support them in the search for suitable material solutions for their projects.
THE GREEN HOUSE STARTS FROM THE KITCHEN

For several years, Italian kitchen manufacturers have been anticipating and supporting a new eco-sustainable vision of process and product, implementing targeted investments, from design to finished furniture, up to end-of-life recycling.

Focus on “green product”, but also (and above all) on the process. Starting from design up to final disposal, Scavolini, based in Montelabbate (Pesaro Urbino), is one of the leading manufacturers of “made in Italy” kitchens, bathrooms and living rooms, and it has invested huge resources in the environmental-friendly approach, at “360 degrees”. In particular, design and supplier relationships have a vital importance. The “Ecodesign” business procedure provides designers with the guidelines to develop increasingly eco-friendly solutions, while constant research on Life Cycle Assessment represents the basic element to ensure improvements for the creation of environmentally sustainable products.

In the Scavolini vision, an extended product lifecycle is the first step to reduce environmental impact. The company puts spare parts at customers disposal for a long time, with original finishing or matching features, while for product management at the end of their lifecycle it is advisable for consumers to opt for reuse (in second houses, garages, non-profit institutes or second-hand markets) and, in case products have to be eliminated, it is better to separate the components that can be recycled (wood, glass, aluminum, electric and electronic devices and so on), supporting selected waste collection. Almost all materials used by Scavolini can be reused to produce new materials or energy for approximately 90 percent.

“The current economic situation has also affected the kitchen manufacturing industry”, says Gian Marco Scavolini, Quality and Environment Manager at Scavolini. “However, we have succeeded in confirming our leadership on the Italian market – where we have been leaders since 1984 – and we have also recorded double-digit growth in foreign markets, thanks to important and constant investments in all areas, from production to retail. Our catalog is very wide in terms of both styles and technical requirements, for different price segments, and it allows us to reach a variegated audience at national and international level”.

In 2009 the “Scavolini Green Mind” project witnessed the efforts of the company to contribute more actively to the development and spreading of a new way to live and make business, with higher awareness and respect for the environment. “Scavolini Green Mind” included several certifications obtained by the company throughout the years, such as the development of photovoltaic plants to produce green energy, the adoption of “Idroleb” environmental-friendly panels from Gruppo Saviola, 100 percent generated with reused wood materials and with very low formaldehyde.
emissions, for the construction of the structures of all our kitchens”.
Which benefits has this approach delivered? “Consumers in Italy as well as abroad are increasingly attentive to this topic, and the strong sensitiveness and proactive engagement of Scavolini are the proofs of the great quality of all the products and the brand value”. Eco-sustainability pays. “Customer feedback has been extremely positive. Of course the attention and the efforts to present increasingly technologically advanced and, at the same time, environmental-friendly products to the market will remain strong, ensuring also the health of workers with suitable processes”.

DEMATERIALIZED AND ECOLOGICAL
Less wood raw material (only from Fsc certified forests), more respect for the environment. And design innovation. The direction taken by Valcucine, based in Pordenone, goes through the “dematerialization” of semifinished products, for the development of kitchen furniture and accessories in the name of green economy. Founded in 1980, Valcucine is focusing on eco-sustainability with increasingly dematerialized and recyclable products, with zero emission of formaldehyde, using woods coming from reforestation projects managed by the Bioforest association. However, it can hardly be stated that green products (and processes) are winning cards, at least in Italy. “Market trends differ from region to region”, explains Leandro Cappellotto, sales manager. “We have a 40 percent export share and we are expecting growth”. Since 2007 the number of kitchens sold in Italy has halved, while foreign countries that record a good trend include Russia, Germany, Switzerland, the United States and some countries in South East Asia, unlike other countries most affected by the construction industry crisis such as Spain, Ireland and the Baltic Republics.
The green approach in the kitchen area still pays little. “It is not an element that boosts sales by itself, but we will keep pursuing this direction, because in foreign countries the sensitiveness for high-end products is very high”.
An approach – the “green” one – which has been developed throughout the years: “We started in 1988 with “Artematica” program, which revolutionized the concept of furniture doors, using less raw materials and no particleboard”. The result is “… an aluminum frame covered by a design panel on the outside, laminated or made of another finishing material, wood included. An idea of light component which has been applied also to worktops and cabinets”. Particleboard has been replaced by recyclable materials including aluminum, glass and steel. Another key topic besides material recyclability is reuse, an area where the company is currently developing its research activity, “so that the product or component can be reused, repainted and repurposed”.
In the case of wooden kitchens, Valcucine employs particleboard panels in compliance with the strictest international regulations for formaldehyde emissions, as well as hollow panels. “Using water-based paints, we have reduced the emissions of toxic substances, both for workers on site as well as for the whole product lifecycle, in addition we do not use exotic wood types and 90 percent of our suppliers are located within 30 km from our site. Our products are almost completely made in Italy”. From ethics to aesthetics. “In some countries the value of an eco-friendly approach is more appreciated mainly for its aesthetic and technical impact. Dematerialized furniture doors ensure reduced wear of hinges and guides, thanks to a lower weight, and they eliminate the need to adjust doors over the years, an appreciated benefit. In addition, glass and metal make the kitchen more water resistant for longer duration”. Focus also on service: “… for two kitchen models, besides reuse, we also guarantee the free collection of the kitchen at our expenses to ensure correct disposal, reuse and recycling”.

Leandro Cappellotto, sales director, Valcucine
The innovative product portfolio developed by Material ConneXion, an international research and consulting network for innovative and sustainable production processes and materials, includes panels, surface elements and floorings based on the use of bamboo (also known as “vegetable steel”) to replace wood materials and ensure high visual and mechanical performance, as well as wood material savings.

Bamboo allows to obtain products, such as flooring boards, bamboo-based and multi-layer panels, with a resistance 160 percent higher than oak wood. Innovation also involves wooden parquet.

Bolefloor (Amsterdam, The Netherlands) leverages an innovative wood optimization system based on the processing of non-linear boards with curved profile, which is based on the natural structure of the original log. This machining process allows us to reduce forest cutting by up to 20 percent compared to the use of a standard straight board parquet. The axes reach a length of 3 meters with widths ranging from 150 to 300 millimeters (with slight localized natural variations), while solid wood available thicknesses are 20 and 13 millimeters, with multi-layer options of 18 and 13 millimeters for use in floorings characterized by temperature variations or powerful flooring heating systems.

Composite extruded wood, eco-friendly and 100 percent recyclable, is a new innovation frontier. This is the specialization focus of Greenwood, a company of Gruppo Bizeta based in Salzano (Venice). Composite wood is made of raw wood dust, produced from selected wastes of the wood industry and an environmental friendly polyolefin plastics to ensure protection and water-proof features; a solution that ensures the preservation of aesthetic features of raw material and the benefits of plastics. Applications are multiple, from the development of Briccole (Dolphins), the typical mooring structures for lagoon town (the first-prize winning project at the fifth edition of “Premio Regionale per l’Innovazione”), to high-tech products for constructions and interior architecture. Flexibility of use is one of its features. The Greenwood range includes “Deck” lines of composite wood boards, “Plug&Play” line provided with carbon fiber radiant system for in-floor heating for outdoor environments (porches, balconies, arcades and verandas) and the new “Deck Murano” in different color shades.

A successful story of research: Greenwood ranked first in the “Ecodesign” category of the 2013 edition of “Premio per lo sviluppo sostenibile” (Sustainable Development Award), promoted by Fondazione per lo sviluppo sostenibile and Ecomondo, sponsored by the Ministry of Economic Development.
"GREEN" VOCATION IN THE DNA

A production site located in a wine-growing area in Miralduolo di Torgiano, Perugia. And a green approach deeply rooted in the entrepreneurial DNA of four generations, from forest management to finished product. Gruppo Margaritelli, owner of the Listone Giordano brand (wooden floorings and coatings) is focusing on the design-sustainability combination.

The brain is in Umbria, the source for the supply of Pefc certified raw materials is in France, in Fontaines, Bourgogne. Same efforts in South America, with international cooperation plans for eco-certification of tropical wood species. The ace in the hole is the creation of a "noble forest" in Città della Pieve, near Perugia, with the planting of high quality French oaks for the development of an "eco-friendly" supply chain. Producing in a sustainable way is not enough if you do not include also a far-reaching action to promote the results and support the cultural enhancement of the industry and not only. The business card of the group today is called "This is my Forest": starting from the attention to forest resources, Listone Giordano has proposed to its audience the topic of "taking care" of something you care about, from geographic areas to cultural heritage, up to the forest itself, leveraging all the potential of social networks, video arts and artistic photography.

How did you launch the "green supply chain" strategy from forest to finished product?

“Our presence and experience in France for over fifty years has generated the “Original Green” project, characterizing the production of Listone Giordano, focused on the sustainable management of forests and machining processes”, says Andrea Margaritelli. "Unlike Italy, France has focused on the cultivation of certified forests, doubling its forest surface in one hundred years and trebling the volume of wood with top quality trees. Following this example, in Città della Pieve we have created a "noble forest" of French oaks, so as to have a strong supply chain, increasingly connected to the world of sustainable architecture, reforesting an area that was used for agricultural purposes with prestigious hardwood, obtaining both Fsc and Pefc certification".

Which transformations were necessary for operations and products?

"Since the beginning of the Nineties, Listone Giordano has been presenting pre-finished wooden floorings with eight finishing coats without solvents, in a period when attention was not focused on this topics, yet. We have been one of the first companies to use no solvents in production, paying attention to gluing processes and formaldehyde reduction. In order to give value to this approach, the focus has moved from the product to the final consumer, with the world of retail and sales networks, in order to ensure visibility to hidden values. Today we have a network of over 600 sales offices, 300 of which in Italy and the rest in over thirty countries around the world, completely dedicated to parquet".

Will you take new directions to strengthen the eco-sustainable approach?

“Sustainability is the right way. Today being “green” is taken for granted; the product must be ecologically correct and sustainable and, at the same time, it has to ensure a great visual and emotional value. We are moving along a line between environmental sustainability and design, still an unexplored territory for the world of wooden floorings".
A positive balance for one of the few exhibitions keeping up with the market. The slight drop in square meters and visitors did not affect this event, continuing to boast credibility and reliability.

Let's clear this up immediately. A drop - though limited - was recorded. Both for square meters and visitors. As to visitors, the final press release reported a drop by 6 percent and, if we are not wrong, the percentage is more or less the same as for net exhibition square meters. It can be conceivable. How many exhibitions would like to say the same things at the end of the event? Too many, unfortunately. But there is no need to be afraid of figures or to find an explanation at all costs, trying to describe what is under everybody’s nose. So, let's leave this topic – which does not attract us that much – to others, for it will only lead us to foregone considerations and useless analysis. This is the market, ladies and gentlemen, whether you like it or not.

Thus, 16 thousand visitors during the four days of the event, from October 15 to 18, for the first time from Tuesday to Friday. This fifth edition recorded a significant presence of foreigners, who continue to appreciate the event despite it is not held in an exhibition area at the center of the universe. One of several peculiarities that makes Sicam a “strange” event we all know. Many, as we were saying, visitors from abroad: about 35 percent of visitors arrived in Pordenone from 94 countries in five continents.

“The strong value of Sicam – commented Carlo Giobbi, the organizer of the exhibition – for international markets has been consolidated, especially for emerging markets that we are looking with the highest attention”.

“It is a very high percentage – he continued – that makes us clearly understand what is the positioning of Sicam in the global exhibition market: we can say that the world of the furniture industry in Pordenone attended the event, this year in a more relevant way than in the past”.
SICAM, GOOD RESULTS FOR THE FIFTH EDITION AS WELL!

Germany and Russia reached the top positions in the ranking by country. About 9 percent of foreign visitors spoke German, 8 percent Russian. Important figures, mainly for Russia because, as the final press release wrote, “…it allows us to evaluate how the promotion activities of Sicam in emerging markets also in the Bric area are turning into real business relationships for exhibiting companies”.

Europe is obviously the reference market, with 70 percent of foreign visitors. Extremely interesting, 21 percent of visitors arrived from Asia “…a presence – the organizers said – that is the result of the constant promotion work of Sicam carried out in that part of the world during recent years”.

“Another confirmation that we had from our talks with different exhibitors – Giobbi added – is that Sicam always records the presence of operators that have high decision-making power in their companies: and this is a basic element for those attending the event, because the special format of Sicam is based on the capacity to generate personal relationships. Having a huge number of decision-makers becomes the factor that generates added value to the amount of contacts acquired”.

But the organizer of the Pordenone-based event did not forget that we also have to play at home and he promptly added: “From the analysis of visitor registrations and according to what exhibitors said, we can say that all reference companies visited the exhibition during these days: Sicam remains the main exhibition to control the Italian market, which remains one of the most important markets for the furniture industry; this is beyond all questions”.

In the aisles we breathed a good level of satisfaction: this period is complicated, but Sicam has not disappointed expectations and it has confirmed its validity and effectiveness in generating contacts and relationships.

It is important to note the presence of 486 exhibitors (seven percent less than in 2012), who decided to attend the event in Pordenone this year as well, covering about 13 thousand square meter exhibition surface. 130 exhibitors, 27 percent of the total, arrived at the expo center from 27 countries, mainly from Germany, Spain, Switzerland, Turkey, Romania and Austria.

All was well-organized, as usual: from catering (proposing for the first time also vegetarian recipes) to the increased frequency of bus shuttle trips to and from Venice and Treviso airports, from the smartphone app (supporting the visit for the most “technological” ones) to spaces for Islamic operators, who could celebrate the Feast of Sacrifice in a reserved room on October 15.

We were almost forgetting: the next edition is scheduled from 14 to 17 October 2014, again with the new off-weekend agenda from Tuesday to Friday. Take note... (l.r.)
No one will take it bad if, reading the press releases from organizers, we thought we were writing about the “mother of all battles”. An event, invented at least twenty years ago, that has been so successful that it has reaffirmed and magnified a concept that has turned into a paradigm. Low ceilings, soft atmosphere, distinctive style, compact spaces were not invented by Zow, but with Zow they have showed their full potential and attractiveness. And you cannot deny that, more recently, the exhibition and its “sisters” in different countries had to face very different situations from what they had imagined. And we should not forget the “challenge” that has resulted into the rise of another show that has interpreted these and other concepts.

But we will not deal with this story here. So, congratulations to Zow for what it has been able to achieve, for the experience it has developed, for the storms it has gone through to be once again back under the spotlights in Bad Salzuflen, its cradle, its ideal location, the origin of its life. Its mission is going to be reaffirmed and rejuvenated at the event in the German town from 10 to 13 February 2014, when the international event dedicated to furniture and interior design (so runs the payoff) will be back on stage.

“We expected 600 exhibitors approximately on an exhibition area of 17 thousand square meters”, said Horst Rudolph, Managing Director of Clarion Events Deutschland GmbH, event organizers. “We are quite satisfied with registrations a few months before the opening, the situation confirms that Zow is important for the entire furniture industry system”.

In Bad Salzuflen, all product categories will be represented, as well as most big names of semifinished materials and supplies, though with few exceptions. There will be a strong focus on innovative products and solutions, as well as a few topics that have always been closely monitored by the German exhibition, at least in previous editions. Among these, workpiece identification during the process via a Rfid tag (radio frequency identification), or lightweight panels. Wireless traceability will have a dedicated area in hall 21 (“Rfid factory”), while hall 22.1 will present the latest design trends using lightweight panels, high-thickness hollow-core panels with a visual impact that creates a real design experience, under the coordination of the “Lightweight Construction Association”.

Zow 2014 will be a new milestone in the history of this show. We remind you that a collaboration agreement has been recently signed by Clarion Events Deutschland and the Bad Salzuflen expo center to host the exhibition in its original location until 2018. “The extension of our agreement is a strong signal: Zow represents the industry and it is the result of a relationship between industry and territory that we cannot deny”, said Horst Rudolph. Taking a central place in the East Westphalia region, where furniture is represented at its best, is an added value no one is willing to give up.

The next Zow will cover four halls: 20, 21, 22.1 and 22.2. “We discussed with the expo center management and decided not to use hall 19, while concentrating our offer”, added Horst. Hardware, traditionally exhibited in hall 19, will be place in hall 22.1 next February. There was no alternative, considering that a few manufacturers of this industry preferred to be relatively “cautious” and not attend Zow 2014. Is it a transitory “crisis” or a new situation that the German exhibition will have to face soon? In February we will get an answer...
ALPI: WOOD POETRY AND EVOLUTION

From October 2 to 5, the Alpi Milan showroom (www.alpi.it), located in J&V Store via Melzo 7, became the stage for its latest developments. The protagonists were “Alpidoor Atelier”, the expansion of the “Alpi Atelier” collection, where woods multilaminar are processed as if they were fabric, and the line “AlpiSoul”, evolution of the previous “AlpiRaw”.

“Alpidoor Atelier”, whose design is coordinated by Matteo Ragni, is the new family of door panels, primarily addressed to architects and designers who want to create custom port, even in small quantities. The range is available in three different textures: leaf, herringbone and column. The feature that characterizes the three designs is able to keep the same plot of the design, even after the downsizing of various widths. The “Alpidoor Atelier” also allows you to give a touch of uniqueness to the finished product: professionals can conceive, design and have manufactured their own decoration to direct it to a specific project.

The expansion of the “Atelier” Collection regards the inclusion of new shades of “warm” within the existing color palette. Alps offers an enrichment of the range of shades such as mud, the desert and the turtledove. Textures and sophisticated tones are the protagonists of an advanced project, which results in a product, processed and treated as if it were fabric.

“AlpiSoul” represents the natural evolution of the “AlpiRaw” line, which was renamed to better describe its essence. The particular surface of the “AlpiSoul” wood evokes the idea of an aged wood over timed, naturally eroded by weather and mirror of his own history. The “AlpiSoul” woods are prefinished and supported, so ready to be applied without the need for further finishing. Mud, desert, ice and a special effect “spatula” contribute to widen the already large family of “Alpilignum”.

From the colors of the rainbow, to the precious patterns and faithful reproductions of the rarest and most precious essences, Alpi collections tell the poetry of the unexpected uses of wood through imagination and creativity. Wood is a renewable raw material, but it comes from a sustainable and responsible management, conducted with full respect for the environment and human, concepts in which Alps stands out. Quality, responsibility and eco-design are the added values enclosed in each timber Alpi.
HETTICH, COMFORT!

There are invisible products that cannot be easily perceived, you even ignore they exist. However, they are the cornerstones of comfort, they are essential for furniture to be not only beautiful, but also functional, comfortable... perfect. If they did not exist, someone should invent them. Hettich, the German giant that needs no presentation, offers such an extensive range that you can hardly review it in one article. That’s why for this issue of Italianwoodtech we chose a peculiar product, hardly visible and considered. We are referring to mechanisms for sofas, armchairs and beds, obscure metal items that ensure comfort and rest.

“FrankoFlex” is the fitting for upholstered furniture that Hettich has implemented with new functions, so as to expand the range of simplify transport and assembling of this furniture (often cumbersome). The adjustable fitting for head and arm rests in upholstered furniture creates a wide range of options for manufacturers of upholstered furniture with its stability and application flexibility. The new “Silent Mode” revolutionizes adjustment in upholstered furniture: permitting adjustment in complete silence, it is ideal for high-end applications and provides plenty of potential for making marks of distinction. With “FrankoStretch” you can easily recline furniture segments upholstered in one piece, as the fitting stretches the cover material and avoids puckering, which is not only ugly to see, but often interferes with the correct operation of adjustable fittings. To make upholstered furniture easier to move and assemble, Hettich offers the “UniFix” clip-on fitting for the “FrankoFlex” and “Vari-}

“FrankoStretch”, for adjusting furniture segments upholstered in one piece.
Sherwin-Williams and Movac, the UK’s largest distributor of Sayerlack wood coatings, were delighted to be a part of The Endless Stair, a landmark project for the London Design Festival, sited on the lawn in front of the world-renowned Tate Modern, which was open to the visiting public from 13th September to 10th October this year.

For the finish was in fact used the Sayerlack’s water-based paint “Hydroplus”. The construction of the Endless Stair, was the first-ever such structure to use American tulipwood cross-laminated timber (Clt). The stair project, conceived in January 2013, pushed the boundaries of hardwood in construction, starting from a fantasy Esher-inspired drawing and utilising Clt for the first time. Using a total 11.4 tonnes of Clt, the Endless Stair was the 2nd hardwood structure that the American Hardwood Export Council (Ahec) had commissioned for the London Design Festival. As well as providing a truly unique experience for the public visiting the Festival, the Endless Stair helped to celebrate imaginative design in London and play an important part in technical design legacy and challenge current thinking within the construction industry. The Endless Stair also had a full environmental profile; all material, transport & manufacturing processes were recorded and sustainability reports identified life cycle impacts. After deconstruction, none of the timber will be wasted as the project was designed so the timber could be reconfigured and re-used and is currently on display in Zurich, until other exhibitions around the world are found where it can be displayed.

Belinda Cobden-Ramsay, Assistant Director of the American Hardwood Export Council expressed to Movac how delighted they were with the performance of the Sayerlack Wood Coating on the Endless Stair.

Movac is a systems provider to the Wood Coatings Industry and has developed a business built on technology, industry expertise and quality customer service. With nine branches nationwide and 12 Corob Computerised Colour Mixing Systems all with hi tech Spectrophotometers, Movac is the 13th largest distributor of Sayerlack products worldwide.
Gap Italia srl (www.gapitaliasrl.com) is among the leaders in Italy in sliding systems for overlapping doors and coplanar and in the design of lighting solutions for furniture. The company pays special attention to research and development of new products, all patented. The sliding system overlapping doors model "Inda" is adaptable to all holes doors; differential modularity of the system is depending by the weight and thickness of the wardrobe door. The upper trucks are made in aluminum and is equipped with adjustable brake system according to the door weight using the same tracks and runner parts, with self soft brake or the traditional one.

"Cayenne" is the coplanar soft opening/closing sliding doors system. This system is the result of years of technological research and design by Gap Italia. The vertical and horizontal adjustment of the doors takes place by acting on the screws of the upper machines that do not need to be embedded in the door. The depth adjustment is done by turning the screws of the lower machines. The upper rails are made of aluminum and provided with brushes dust cover to keep clean and fluid the sliding system.

Monguzzi (www.monguzzibordi.com) is a leading company for nearly three decades in the production of wood, melamine, laminates, abs and pvc edgenbandings, bonding agents and adhesives. The product range includes the wood edgebanding, available in all type of woods, with a thickness of 6/10 supported with tnt 30 grams, or in a thickness of 10/10 made as a compound. The solid wood edgenbanding in high thickness (coupled with several layers of veneer or veneer matching and bonding with polyurethane) is available in rolls or lists up to three millimeters. The melamine edges, or decorative paper impregnated with melamine resins, are supplied in rolls or coils and are suitable for general furniture edging. They are available in standard thickness of 0.4 mm, in a special version for softforming and economical version for rears. The edge laminate, waterproof and scratch resistant, consisting of decorative paper impregnated with melamine and phenolic resins, for its rigidity provides excellent coverage on chipboard. The range is completed by edges in abs, pvc and polyester.

Stabilus (www.stabilus.com) has more than 75 years of experience in the construction of hydro-pneumatic equipment. "Lift-O-Mat" is a non-locking gas spring, with a force of extension exactly calibrated and a cushioning specifically defined for the application, which allows an optimal compensation of the weight, acts as support of force, raises loads, opens doors and bonnets and, thanks to its clamping characteristics, allows easy execution of movements. The lockable gas springs 'Bloc-O-Lift' work basically the same principle of "Lift-O-Mat" springs but can be locked in a continuous way and, specifically, according to their constructive structure in elastic or rigid way in the traction or compression direction. The continuous blocking is made possible by the additional valve integrated in the piston that keeps separated the two pressure chambers. "Stab-O-Shoc" is an oil hydraulic shock absorber. The shock absorbers are needed to have a positive influence on the characteristics of the movements and vibrations. They are defined in a personalized manner based on the individual application. They consist of a pressure tube, a rod with piston system and connexion elements.
First white, then oak, then light grey and then white again... Anyone who uses different edgings knows the problem: edgings have to be constantly put in and new edgings taken out. This onerous work disappears with the new "SmartStrip Magazine®" realized by Ostermann (www.ostermann.eu). Frequently used rolls can be stored directly on the machine and inserted in no time at all.

With the "SmartStrip Magazine®," technology originally reserved for large industrial users, has been specially adapted and optimised for smaller businesses. The rolls of edging tape hang in their holders like jackets on a clothes rail and are ready in the practical magazine stand for their next usage.

Using the Smart-Strip Magazine® has many advantages: one of them is the enormous time saving. Edgings no longer need to be constantly removed and retrieved and are available at all times for immediate use. Partial rolls are stored safely and correctly. Another advantage is that the edgings already hanging in the magazine are readily available. It is possible to change the edging quickly at any time by simply inserting the edgings. The moveable magazine stand allows an easy storage even in small workshops. An additional advantage is that it is easy to monitor the amount of edging tape remaining.

To load the magazine simply set up the roll on the magazine and insert it. Refilling or loading is done in a matter of seconds. The magazine is suitable for all edging rolls from 0.5mm up to 3mm thick. Different edge widths can be stored by adapting the magazine using the appropriate spacers.

Numerous innovations ensure safe working on the edge banding machine. A safety device protects from accidental unrolling of the edgings. In addition the "Smart-Strip Magazine®" is adjustable from 65cm to 100cm and therefore adapts perfectly to the size of the edging roll. The easy setup of even heavy and large rolls ensures that the edging is consistently applied to the work piece.

The Ostermann range for "Smart-Strip Magazine®" includes the moveable magazine stand with ten individual magazines for 23mm edgings. All components are also available individually. These include of course the four sets of spacers for widths of 33mm, 43mm, 55mm and 65mm.
DISCOTELSISAL  
ABRASIVES AND SANDING WHEELS  

Discotelsisal (www.discotelsisal.it) is a leading manufacturer of abrasives and sanding wheels made with both natural and synthetic abrasives. From the beginning, in 1957, Discotelsisal has focused on technological research and product specialization as strategic factors of development: no coincidence that many of our innovations have become a point of reference in the world of abrasives and sanding. **Solid construction, ease of use and adaptability to various workings, characterize the sanding wheels made by Discotelsisal.**

The company covers a total of 5,000 square meters and counts more than forty employees and an extensive network of worldwide sales. Thanks to the over fifty years presence on the market, Discotelsisal has become a point of reference for professionals from the fields of wood, paint, metals and ceramics.

The company offers a complete range of sanding solutions for any kind of wood, Mdf, solvent paints, Uv and water based paints, designed to solve the particular needs of each customer. The wide range of production places at the top non woven flap wheels, impregnated non woven flap wheels flap, emery paper interleaf flap wheels, emery cloth interleaf flap wheels, convolute wheels, polyurethane wheels and non woven discs and hand pads.

GRASS  
“TIOMOS MIRRO” AND “TIOMOS M9”  

The product developers of the German-Austrian brand manufacturer Grass (www.grass.at) demonstrate their ability to anticipate trends with two new additions to the “Tiomos” range, “Tiomos Mirro” and “Tiomos M9”, two more milestones of the unique hinge system “Tiomos” for exclusive bathroom and living spaces. For its outstanding logic of detail, “Tiomos” immediately won an honourable mention in the “Red Dot Award 2010”. The jury was thoroughly impressed amongst others by the sophisticated inner workings of the hinge arm which is outwardly puristic in design. This element conceals the integrated damping technology that allows tool-free adjustment as well as offering physically optimised kinematics which enable furniture doors to be opened with exceptional ease. In the front connection for top-class mirror and glass doors, Grass has accomplished an elegant solution with “Tiomos Mirro”. The hinge system is fixed to a stainless steel adapter on the door using an eccentric screw. That means no drilling of the glass. The hinge arm can also be fitted to existing self-adhesive adapters without any problem. Alongside the well-engineered fixing technology that ensures a firm seating while retaining an impression of lightness and airiness on slender glass surfaces, “Tiomos Mirro” now also enables the use of the proven, fully integrated “Soft-close” damping for the finest glass and mirror doors. The entire damping technology is concealed inside the hinge. Consequently, the hinge is outwardly identical, either with or without “Soft-close” damping. Specially conceived for use with very slender furniture doors and mitered application on all four sides, “Tiomos M9” features an extremely shallow hinge cup. Even with a front thickness of just 10 millimetres, the unique hinge system remains solidly seated in any position.
Furniture Fittings
Made in Italy.

- Push latches
- Magnetic catches
- Castors
- Furniture Fittings
- Small Fittings
- Special Items

Art. 0722
Adjustable neodymium magnet, to be screwed.

Art. 0723
Adjustable shock-absorber, to be screwed.

Art. 0726
Adjustable neodymium magnet, to be screwed, concealed fixing plate.

Art. 0727
Adjustable shock-absorber, to be screwed, concealed fixing plate.

Adjustable till 3 mm
Colours: white, brown, black and light grey

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Ferramenta e Accessori per il Mobile
Hardware and Furniture Fittings
ZANUSO LEGNO
THE INNOVATIVE "THERMOWOOD"

Zanuso Legno (www.zanusolegno.com) was established in 1959 and has been present for over 40 years on the national market becoming a reference mark for the wood sector, thanks to the high professional and technical value of the company. They are producers and distributors of veneer and sawn wood in several European and exotic essences. Primary goal for the company is the customer satisfaction, gaining credibility and appreciation that make this reality a benchmark in the market for sawn wood and veneer. The company has grown so that it can offer its customers increasingly wide availability of materials, professionalism and promptness in the selections of the order. Among the innovative products, we point out “Thermowood”, a new wood treatment that, in addition to raising the range of colors in shades of mocha-chocolate-coffee, not existing in nature, gives a particular resistance to outdoor weathering, making it more durable than the same essence untreated. This treatment acts on a structural level and combines tradition and innovation without neglecting the environmental sustainability of the project which aims to use wood that otherwise would not participate in the production cycle. From interior design to the traditional furniture, passing through boating or out-door, innovation and durability in a single treatment.

FASEC
QUALITY AND CUSTOMIZATION

Fasec (www.fasec.eu) is manufacturing since 1976 doors and wooden components for modular kitchens and furniture in general. The target market is the domestic market and, for nearly a decade even abroad, mainly Ireland and the United Kingdom. The doors and other accessories are made to the customer’s design, solid wood, veneered Mdf chipboard or lacquered Mdf. The products are fully customized for materials, style, color and finish (classic, rustic or contemporary), often in collaboration with architects and designers of the industry. Flexible systems enable to optimize labor and work cycles to produce with competitive prices and delivery times on every stage of production ensuring quality control of both instrumental and visual. An expert eye is always important since it is a natural raw material. The same level of quality is required from suppliers and sub-contractors outside. Sensitive to environmental issues, the company is equipped with a modern sewage treatment plant for gaseous pollutants and certified under Fsc for purchasing wood from well-managed forests. Much of the electricity used comes from photovoltaic sources.
The protagonists at Sicam 2013 were the new high strength and antibacterial fin- ishings with the new handles that extend the “Basic” col-lection made by Pamar (www.pamar.it). The company has always made design and advanced technology its strong point and it presented in Pordenone the results of its constant research. of this Pamar has designed and developed new finishings covering shades, tones and textures of the most popular metals used in design and architecture. They are ob- tained thanks to a new pro- tective paints created with new generation, nano-ce- ramic, anti uv and with direct adhesion resins. Applicable on painted objects or on custom-made projects, the new product increases the degree of brilliance, depth and gloss of surfaces to- gether with the ensure of an high resistance to corrosion. The new finishings of Pa- mar have been tested and certified in the Catas laborato- ries, a reference point in Italy and worldwide about re- search and product testing. The new finishes of Pa- mar have been tested for corrosion resistance and they have been considered ab- solutely efficient. After 200 hours of exposure to water and sodium chloride, the finishings have been revealed without any signal of wear and deterioration. This ex- clusive treatment applied to indoor and outdoor handles and knobs provides im- portant advantages: it protects metal surfaces making the handles highly resistant to humidity, salt corrosion, ther- mal shocks, chemical sub- stances, food, hot and cold liquids, household cleaning products, wear, artificial ra- diation and ageing. The products of the trans- parent nano-ceramic and antibacterial collection, test- ed in Catas laboratories, have instead an high effica- cy against gram-positive and gram-negative bacteria, in- hibiting their growth. The benefits related with the us- age of this process are mul- tiple: from maintaining a very low or zero level of germs on the surfaces of the treated handles, to an excellent hy- giene of the product through the years thanks to the re- markable durability of the treatment. Applicable to all types of paints, this new process is available with opaque-transparent and gloss-transparent finishes. The handle “Mn2301”, de- signed by Gordon Guillaumier, has got at the same time elegant, rigorous and essential features. It can be integrated in various types of furniture: in the living area, bedrooms or in kitchens and bathrooms. Original and with a more structured and “architectural” cut are the two handles “Mn2313” and “Mn2307”. Pinuccio Bor- gonuovo realized the design of the “Mn2313”, created in zamak with an asymmetrical but practical and ergonom- ic shaped that is recom- mended also for sliding doors. The “Mn2307” in za- mak, designed by Mario Mazzer, has got a captivating aesthetic thanks to its origi- nal and versatile lines: there are many different effects that can be achieved with the double inclination of the sur- faces. Applicable to furniture in living and night areas, it is particularly suitable for kitchens and bathrooms. Moreover, the new techno- logical finishings can be ap- plied on all these new mod- els of handles.
REHAU
“LASER WELDING EXCELLENCE”

As leading developer of components for furniture industry, Rehau (www.rehau.it) renews its customer-oriented policy with an important service for those partners who chose the excellence of its laser edgebands solutions. With the new “Laser welding excellence” certificate, the company provides its technical know-how in this revolutionary manufacturing process field, by offering a useful tool that guarantees the quality of laser welding finished components.

Besides functional pluses and aesthetically perfect results, the advanced laser technology requires a considerable expertise for the achievement and the maintenance of mechanical and sealing of the finished product. Based on a series of quarterly tests according to the most severe standards, Rehau’s new certification program aims at evaluating and making a precise picture of the quality achieved by partners, participating at the initiative during the manufacturing process.

“Laser welding excellence” certificate is divided into three steps: the production analysis, the technical report of results, which also includes suggestions for improvement and/or optimization of the process, then, if obtained, the issue of the English certificate, with quarterly validity and renewable every three months trough new tests. Due to the different application areas of Rehau’s laser solutions, the program is divided in two classes of certification: the “General furniture class”, for generic furniture such as living room, and the “Kitchen furniture class”, specifically for kitchens, where water and steam impose stricter standards.

The new “Laser welding excellence” certification program represents an additional tool to ensure the high quality of panels, finished with Rehau’s “Raukantex laser edge” edgebands, and confirms the company as a reliable partner.

HÄCKER
DESIGN DOORS WITH GRAPHIC EFFECTS

Representing now frequently the warm heart of the home, the aesthetic requirements required of the kitchen cabinets were significantly elevated. Reason enough, this, for Häcker Kitchens (www.haecker.it) to present two new doors that allow to design a highly customized configuration of base and wall units.

As the name suggests, the decor “Av 7050 Floral” impresses with its stylized flower. If on the bases extends across the width and the height of the leaf, in the case of the wall units it is limited to a single ornament positioned on the opposite side to the hinge. The decor “Av 7051 Canyon”, by contrast, based on a graphic landscape rocky covers from time to time the entire unit door. Both doors are available in the widths of 60, 90 and 120 cm and a total of eight colors, from shades of white, through gray, until the new color midnight blue.

With the new frontal decoration, Häcker offers the designer kitchen, two extremely eye-catching design, that they can employ to design also individual customizable and fascinating furniture pieces. The decorations are perfectly suited to both the dining room and the living area, providing the ideal solution for all those cases in which these living environments merge symbolically with the kitchen.
PROTEK
“BIGFOOT” AND “MAGIC BOX”

Protek (www.protek-controtelai.it) has realized and patented a new storage pocket frame for sliding doors to create more space in your homes where it didn’t exist. “Bigfoot” is the frame that host on one side a shoe or a store cupboard, that slides and completely disappears into the wall and on the other side allows the fluent and silent sliding of a standard door panel. Thanks to “Bigfoot” you can even use the inside of the wall. The combination with the “Magic Box”, “Elektro”, “Hydra” and “Domotika” allows to have both electrical and plumbing systems on both side of the frame. Available in different thickness of the finished wall and for glass or wooden door panel.

“Bigfoot America” single allows the sliding of one storage cupboard, without dividing two rooms by a sliding door. The double model allows the sliding and hiding of two storage cupboards. It is possible to choose a single or double doorway.

“Bigfoot Openspace” is the storage pocket frame that combines functionality and design. The superior track is completely built-in inside the false ceiling and door post has been eliminated. You can have a bookcase or a store cupboard or an utility room that slides and disappears inside the wall when it is closed. It is possible to choose a single or double doorway in double version.

FGV FORMENTI & GIOVENZANA
“GREAT NUMBERS, GREAT VALUE”

Referring to the new slogan “Great numbers, Great value” launched at the beginning of the year, the Fgv (www.fgv.it) effort to make well known the real dimensions and the great potentialities of the company is going on.

At the Sicam Fair in Pordenone, Fgv is presenting a stand format with a large backlit curve wall emphasizing the slogan and a new corporate video presenting in a cool way the Fgv’s values.

And several other marketing activities are carried out to support a series of real solutions expressly developed to allow furniture industry, hardware distributors and retailers to increase their penetration portions and regain the competitiveness imposed by the present market situation.

This is made possible thanks to the constant and right investments in R&D, new products and equipments, to a planned growth of volumes and turnovers, and to a commercial aggressiveness typical of their history in addition to economies of scale connected to big volume production that only a Group like Formenti & Giovenzana and their optimization of production allocated in 6 different plants is able to put forward.

The result is an Fgv leadership in the field and a natural choice for those customers looking for competitive products with reliable and valid quality standards.

In a world characterized by a quick changes it is important to keep up with the times and constantly understand the customers expectations to promptly adapt the company structure and the products and services offer to the new conditions.

Fgv is ready to demonstrate their interpretation of this evolution and at the same time to gather at an overall level new expectations and requirements to project into the future.
The Polish company Grabo (www.grabo.com.pl) is mainly specialized in the production processes, but also in particular phases of woodworking starting from forest operations to parts of finished furniture, furniture or flooring panels in their natural look. Today Grabo has two factories in Poland, one in Niebocko and a second to Grabownica.

The company offers laminated panels, glued finger joint and stave whole in solid beech wood (white steamed steamed), oak, maple, ash and hickory. The range also includes items of furniture and white steamed beech, oak, maple, ash and hickory.

The range is completed by floors, baseboards and window sills and also beech and oak timber for construction.

The offer of Gera Leuchten (www.gera-leuchten.de) presented at the last interzum exhibition was focused on spaces and furnishings with the use of electronically controlled lights. One of the main applications concerns the niches, for which Gera offers many sophisticated solutions. There is an increasing trend regarding the staging of the internal compartments of the furniture with lighting systems.

With an extensive and unique range of lighting systems and illuminated furniture, specialists of Gera Leuchten are able to meet all requests for the living area, kitchen, bathroom and office. At interzum, the company has introduced the LED lamp "Avion Standard Lamp", with an electronic control optimized for soft colors.

The company has also proposed several classics: the minimalist shelf bright "Light Shelf", the anti-glare lamp "Profile Fitted Lamp", the stylish and functional lamp for drawers at 36° "LS 7-based Drawer Lamp" and the versatile light panel "Light panel LS 3".

Grabo appreciating quality

Italfeltri (www.italfeltri.it) is a leading international company in adhesive fittings for the furniture industries. The product range includes synthetic and wool felt pads, bumpers and buffers, slides, screw covers and anti-slip mats, both as standardsized and custom-made. Practical to use, easy to apply and furnished with an effective and long-lasting adhesive, self-adhesive buffers are the ideal solution to avoid scratching surfaces, prevent objects from skidding or vibrating, cushioning the closing of doors and drawers and equalizing height differences.

Felt floor glides allow for silence, comfort and the ability to cushion knocks. We can offer the most appropriate felt for glides for every surface, from parquet flooring to tiles and from linoleum to carpeting.

The clear PVC leg-tips provide an excellent sliding on all surfaces, even on carpets. They avoid the squeal on smooth floors and allow chairs floor protectors to move smoothly even on carpets.

Italfeltri offers a wide range of leg-tips and glides for chair legs, available in various materials, colours and sizes. They allow you to find a lasting solution that is most appropriate to the needs of environments at home, in the office and in public buildings.

Italfeltri furniture fittings

Gerar electronic control lights
VAUTH SAGEL
CLEAN WASTE DISPOSAL

The range of Vauth-Sagel (www.vauth-sagel.de) waste separation systems is now even more comprehensive: the new variants perfectly complement the existing Vauth-Sagel product spectrum, which includes the "Öko liner", the "Öko flexliner", the "Öko center" and the "Öko freeliner". With the current additions to its waste separation portfolio, Vauth-Sagel has not only considerably increased the number of available container variants, it has also optimised the utilisation properties and the design. Whereas six different plastic containers were previously fitted to the established systems, kitchen fitters now have 24 individual standard types available for installation. These differ in height (145, 220, 260, 330 and 430 mm), in width (115, 185, 230 and 315 mm) and in depth (190, 300 and 380 mm), offering volumes ranging from 4 through to 39 litres. The optimisations, with the two carrying handles per container being just one example, are already available for the standard range. With its numerous details, the additional handle – previously, there was only one – offers further utilisation properties. To this end, the handles virtually completely cover the edge of the container when lowered, so that there is no contamination between the handles and the container rim. Furthermore, the edging of the plastic containers have a cut-out on the outer edge enabling easy access to the handles particularly if space is tight. Furthermore, fixing the bag has also been optimised, which is now completely held in place beneath the lowered handles. And the Vauth-Sagel engineers have even thought of a special insert that enables the suspension of two waste bags inside one large container.

LAMINAM
THE NEW “KAURI” COLLECTION

Inspired from the most rare and precious wood in the world, from which it takes its name, "Kauri", the new collection Laminam (www.laminam.it) preserves in its texture track of a wood extremely contrasted, powerful, primal, which is found only in very restricted area of the marshes of New Zealand. The memory of the material inspirational remains evident in the veins, macroscopic and pull, “Kauri” slabs which give a strong trait. The soft tone that characterizes the chromatic scale leaves room for endless possibilities of installation, from the traditional offset tone on tone, to patchwork, where the colors are brought together in harmony to create a surprising effect. “Kauri” trees, felled by cataclysms in the distant past and remained intact under the mud of the marshes for more than fifty years old, are extracted from the ground just like you do with the gold and, once got to the light, are dated by Auckland university laboratories with the method of carbon-14. Despite the thousand-year stay under the mud, the fossil wood extract is neither rotted or petrified and can be worked like a just cut wood. The result is an absolutely extraordinary material, also for its size which reach 70 meters in height and nine feet in trunk diameter. Ancient, fascinating, rare and exclusive: the unique characteristics that distinguish “Kauri” trees are consistent with the philosophy that distinguishes Laminam action constant research and development for the creation of new products. “Kauri” will be available in three colors: white, beige and gray and in two different sizes, 1000x3000 mm and 333x3000 mm.

[Images of "Kauri" wood slabs]
In this article we illustrate the export figures referred to the January-August 2013 period for machinery, wood and furniture, by those countries identified as major competitors worldwide. Export trend of woodworking machinery, over the period, still confirms the negative trends of the two main machinery manufacturing countries; Chinese exports are growing instead (+5%).

**Wood and semi-finished products** (logs, sawnwood and panels) see the dispute between China and Canada for the world exporter leadership. The trend in furniture industry highlights more and more China's leadership, increasing every year the gap with its main competitors. In this period, the Asian giant has provided export for a value of furniture amounted to nearly ten billion Euro.

### WOODWORKING MACHINERY EXPORT (January-August 2013), (Mio Euro)

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<thead>
<tr>
<th>Exporters</th>
<th>Value</th>
<th>Var. % 13/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>988.5</td>
<td>-9.2</td>
</tr>
<tr>
<td>Italy</td>
<td>671.0</td>
<td>-4.5</td>
</tr>
<tr>
<td>China</td>
<td>453.6</td>
<td>4.9</td>
</tr>
<tr>
<td>Taiwan</td>
<td>289.0</td>
<td>-2.1</td>
</tr>
<tr>
<td>Austria</td>
<td>214.0</td>
<td>2.6</td>
</tr>
</tbody>
</table>

Source: Intracen, codes Nc 846510, 846591, 846592, 846593, 846594, 846595, 846596, 846599, 846692, 84793.

### WOOD EXPORT* (January-August 2013), (Mio Euro)

<table>
<thead>
<tr>
<th>Exporters</th>
<th>Value</th>
<th>Var. % 13/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>6,034.1</td>
<td>2.0</td>
</tr>
<tr>
<td>Canada</td>
<td>6,023.1</td>
<td>27.1</td>
</tr>
<tr>
<td>Usa</td>
<td>4,297.3</td>
<td>12.2</td>
</tr>
<tr>
<td>Germany</td>
<td>4,239.1</td>
<td>2.4</td>
</tr>
<tr>
<td>Russia</td>
<td>3,400.5</td>
<td>3.4</td>
</tr>
</tbody>
</table>

Source: Intracen, codes Nc 4401-21, 4501-04, 4601.

* logs, sawnwood, panels.

### WOOD FURNITURE EXPORT (January-August 2013), (Mio Euro)

<table>
<thead>
<tr>
<th>Exporters</th>
<th>Value</th>
<th>Var. % 13/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>9,899.4</td>
<td>2.9</td>
</tr>
<tr>
<td>Italy</td>
<td>2,858.7</td>
<td>6.4</td>
</tr>
<tr>
<td>Germany</td>
<td>2,252.3</td>
<td>0.4</td>
</tr>
<tr>
<td>Poland</td>
<td>2,107.5</td>
<td>9.7</td>
</tr>
<tr>
<td>Usa</td>
<td>953.6</td>
<td>-4.8</td>
</tr>
</tbody>
</table>

Source: Intracen codes Nc: 940150, 940151, 940159, 940161, 940169, 940330, 940340, 940350, 940360, 940380, 940381, 940389
FOCUS ON TURKEY

The Turkish economic situation continues to be characterized by a strong dynamism, despite the 2012 closed with a Gdp growth rate of 2.2 percent, much lower than the extraordinary pace of development that the country has seen in the previous two years (9.2 percent in 2010 and 8.8 percent in 2011, among the highest rates in the world).

The sharp slowdown of last year was not unexpected, however, since the Turkish government had long pledged to lead a "soft landing" of the economy to counteract some of his chronic unease, including the current account deficit (come to an unsustainable threshold of 10 percent of Gdp at the end of 2011) and a rate of inflation, always closing in 2011, dangerously high (10.45%).

To such measures were then added and amplified the effects of a negative international economic situation (starting with the European Union and the implications on the economic-commercial consequent to the "Arab Springs"), demonstrating how the Turkish economic system is deeply interconnected and sensitive to their partners trend.

In general, the Turkish economic system owes its excellent performance in the last decade to structural reforms introduced in line with the Eu accession process and the strength of its banking system, marked by strict rules of discipline after the crisis in the years 2001-2002. The main public accounts show a positive trend, although the 2012 closed with ratios public debt/Gdp (49.9%) and deficit/Gdp (5.9%) in net growth over the previous year.

---

### GENERAL ECONOMIC INDICATORS (US$)

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013*</th>
<th>2014*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gdp, (constant prices, % var.)</td>
<td>9.2</td>
<td>8.8</td>
<td>2.2</td>
<td>3.8</td>
<td>3.5</td>
</tr>
<tr>
<td>Gdp (current prices, billion Us $)</td>
<td>731.1</td>
<td>774.8</td>
<td>788.3</td>
<td>821.8</td>
<td>851.4</td>
</tr>
<tr>
<td>Gdp per capita (Us $)</td>
<td>10,015.3</td>
<td>10,477.0</td>
<td>10,526.8</td>
<td>10,744.7</td>
<td>11,011.3</td>
</tr>
<tr>
<td>Investments (% of Gdp)</td>
<td>19.5</td>
<td>23.6</td>
<td>20.1</td>
<td>20.0</td>
<td>20.1</td>
</tr>
<tr>
<td>Inflation (% var.)</td>
<td>8.6</td>
<td>6.5</td>
<td>8.9</td>
<td>7.7</td>
<td>6.5</td>
</tr>
<tr>
<td>Goods import (% var.)</td>
<td>17.8</td>
<td>12.2</td>
<td>-0.5</td>
<td>9.6</td>
<td>5.5</td>
</tr>
<tr>
<td>Goods export (% var.)</td>
<td>11.6</td>
<td>6.3</td>
<td>16.3</td>
<td>2.8</td>
<td>6.3</td>
</tr>
<tr>
<td>Unemployment rate (% var.)</td>
<td>11.9</td>
<td>9.8</td>
<td>9.2</td>
<td>9.4</td>
<td>9.5</td>
</tr>
<tr>
<td>Population (million people)</td>
<td>73.0</td>
<td>73.9</td>
<td>74.9</td>
<td>76.5</td>
<td>77.3</td>
</tr>
<tr>
<td>Balance of payments (billion of Us $)</td>
<td>-45.4</td>
<td>-75.1</td>
<td>-47.8</td>
<td>-60.7</td>
<td>-61.5</td>
</tr>
</tbody>
</table>

Source: Imf (International monetary fund). *estimate

### WOODWORKING MACHINERY IMPORT/EXPORT (Mio Euro)

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>Var. % 12/11</th>
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</thead>
<tbody>
<tr>
<td>Export</td>
<td>51.0</td>
<td>63.7</td>
<td>75.2</td>
<td>18.0</td>
</tr>
<tr>
<td>Import</td>
<td>104.2</td>
<td>286.9</td>
<td>145.5</td>
<td>-49.3</td>
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</tbody>
</table>

Source: Intracen.

### WOOD IMPORT/EXPORT (Mio Euro)

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>Var. % 12/11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Export</td>
<td>431.8</td>
<td>468.8</td>
<td>512.3</td>
<td>9.3</td>
</tr>
<tr>
<td>Import</td>
<td>827.2</td>
<td>1,025.1</td>
<td>1,259.4</td>
<td>22.9</td>
</tr>
</tbody>
</table>

Source: Intracen.

### WOODEN FURNITURE IMPORT/EXPORT (Mio Euro)

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>Var. % 12/11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Export</td>
<td>468.9</td>
<td>529.4</td>
<td>766.1</td>
<td>44.7</td>
</tr>
<tr>
<td>Import</td>
<td>175.1</td>
<td>223.8</td>
<td>210.7</td>
<td>-5.9</td>
</tr>
</tbody>
</table>

Source: Intracen.
### JANUARY

8-11 January
**Heimtextil**  
[www.heimtextil.messefrankfurt.com](http://www.heimtextil.messefrankfurt.com)  
- Frankfurt (Germany)  
  Furniture

11-14 January
**Domotex**  
[www.domotex.de](http://www.domotex.de)  
- Hanover (Germany)  
  Furniture

13-19 January
**Imm Cologne**  
[www.imm-cologne.com](http://www.imm-cologne.com)  
- Cologne (Germany)  
  Furniture

16-19 January
**Doorfair**  
[www.doorfair.com](http://www.doorfair.com)  
- Istanbul (Turkey)  
  Constructing and architecture

19-22 January
**Interiors**  
[www.interiorsbirmingham.com](http://www.interiorsbirmingham.com)  
- Birmingham (Great Britain)  
  Furniture

22-25 January
**Expopromueble**  
[www.magnaexpomueblera.mx](http://www.magnaexpomueblera.mx)  
- Mexico City (Mexico)  
  Woodworking technologies

22-25 January
**Expo Mobiliario**  
[www.mobiliario.com.mx](http://www.mobiliario.com.mx)  
- Mexico City (Mexico)  
  Furniture

### FEBRUARY

4-8 February
**Stockholm furniture fair**  
[www.stockholmfurniturefair.com](http://www.stockholmfurniturefair.com)  
- Stockholm (Sweden)  
  Furniture

6-9 February
**Bauen + Wohnen**  
[www.bauen-wohnen.co.at](http://www.bauen-wohnen.co.at)  
- Salzburg (austria)  
  Furniture

10-13 February
**Zow Bad Salzuflen**  
[www.zow.de/en](http://www.zow.de/en)  
- Bad Salzuflen (Germany)  
  Semifinished products, components and supplies

11-14 February
**Fimma**  
[www.fimma-maderalia.feriavalencia.com](http://www.fimma-maderalia.feriavalencia.com)  
- Valencia (Spain)  
  Woodworking technologies

11-14 February
**Maderalia**  
[www.fimma-maderalia.feriavalencia.com](http://www.fimma-maderalia.feriavalencia.com)  
- Valencia (Spain)  
  Semifinished products, components and supplies
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May, 13-17, 2014
fieramilano, Rho Fairgrounds
Milan, Italy

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### FAIRS

#### MARCH

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Website</th>
<th>City/Location</th>
<th>Specifics</th>
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</thead>
<tbody>
<tr>
<td>18-21 February</td>
<td>Dach + Holz</td>
<td><a href="http://www.dach-holz.de">www.dach-holz.de</a></td>
<td>Stuttgart (Germany)</td>
<td>Constructing and architecture</td>
</tr>
<tr>
<td>19-23 February</td>
<td>Progetto Fuoco</td>
<td><a href="http://www.progettofuoco.com">www.progettofuoco.com</a></td>
<td>Verona (Italy)</td>
<td>Constructing and architecture</td>
</tr>
<tr>
<td>21-25 February</td>
<td>Indiawood</td>
<td><a href="http://www.indiawood.com">www.indiawood.com</a></td>
<td>Bangalore (India)</td>
<td>Woodworking technologies</td>
</tr>
<tr>
<td>25-28 February</td>
<td>Wmf China</td>
<td><a href="http://www.woodworkfair.com">www.woodworkfair.com</a></td>
<td>Beijing (China)</td>
<td>Woodworking technologies</td>
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<tr>
<td>9-12 March</td>
<td>Practical World</td>
<td><a href="http://www.koelnmesse.it/practical-world/">www.koelnmesse.it/practical-world/</a></td>
<td>Cologne (Germany)</td>
<td>Semifinished products, components and supplies</td>
</tr>
<tr>
<td>11-14 March</td>
<td>Fiq</td>
<td><a href="http://www.fiq.com.br">www.fiq.com.br</a></td>
<td>Arapongas (Brazil)</td>
<td>Woodworking technologies</td>
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<tr>
<td>12-15 March</td>
<td>M&amp;M</td>
<td><a href="http://www.feria-mm.com">www.feria-mm.com</a></td>
<td>Bogotá (Colombia)</td>
<td>Woodworking technologies</td>
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<tr>
<td>14-17 March</td>
<td>Woodshow</td>
<td><a href="http://www.indonesiawoodshow.com">www.indonesiawoodshow.com</a></td>
<td>Jakarta (Indonesia)</td>
<td>Woodworking technologies</td>
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<tr>
<td>20-23 March</td>
<td>Zow Istanbul</td>
<td><a href="http://www.zow.com.tr">www.zow.com.tr</a></td>
<td>Istanbul (Turkey)</td>
<td>Semifinished products, components and supplies</td>
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<tr>
<td>26-29 March</td>
<td>Holz-Handwerk</td>
<td><a href="http://www.holz-handwerk.de">www.holz-handwerk.de</a></td>
<td>Nuremberg (Germany)</td>
<td>Woodworking technologies</td>
</tr>
</tbody>
</table>

#### APRIL

<table>
<thead>
<tr>
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<th>Specifics</th>
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<tbody>
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<td>1-4 April</td>
<td>Buildex</td>
<td><a href="http://www.buildex-russia.org">www.buildex-russia.org</a></td>
<td>Moscow (Russia)</td>
<td>Constructing and architecture</td>
</tr>
<tr>
<td>1-5 April</td>
<td>Umids</td>
<td><a href="http://www.krasnodarexpo.ru">www.krasnodarexpo.ru</a></td>
<td>Krasnodar (Russia)</td>
<td>Woodworking technologies</td>
</tr>
<tr>
<td>1-4 March</td>
<td>Practical World</td>
<td><a href="http://www.koelnmesse.it/practical-world/">www.koelnmesse.it/practical-world/</a></td>
<td>Cologne (Germany)</td>
<td>Semifinished products, components and supplies</td>
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<td>11-14 March</td>
<td>Fiq</td>
<td><a href="http://www.fiq.com.br">www.fiq.com.br</a></td>
<td>Arapongas (Brazil)</td>
<td>Woodworking technologies</td>
</tr>
<tr>
<td>26-29 March</td>
<td>Holz-Handwerk</td>
<td><a href="http://www.holz-handwerk.de">www.holz-handwerk.de</a></td>
<td>Nuremberg (Germany)</td>
<td>Woodworking technologies</td>
</tr>
</tbody>
</table>
1-5 April
Technomebel
www.bulgarreklama.com
• Sofia (Bulgaria)
Woodworking technologies

8-10 April
Int’l wood and wood machinery show
www.dubaiwoodshow.com
• Dubai (Uae)
Woodworking technologies

8-12 April
Seebe
www.seebe.com/active/en/home.html
• Beograd
(Serbia and Montenegro)
Constructing and architecture

8-13 April
iSaloni (Salone del mobile, Salone ufficio, Salone satellite, Euroluce, Eurocucina)
www.cosmit.it
• Rho-Pero (Italy)
Furniture

10-12 April
Expo Edilizia
www.expo-edilizia.it
• Rome (Italy)
Constructing and architecture

25-27 April
Forest and wood
www.bt1.lv/bt1/mk
• Riga (Lettonia)
Woodworking technologies

5-7 May
Usotec
www.usotec.com
• Cologne (Germany)
Woodworking technologies

8-11 May
Medwood
www.medwood.gr
• Athens (Greece)
Woodworking technologies

11-14 February
Fimma
Valencia

12-15 March
M&M
Bogotà

13-17 May
Xylexpo
Rho-Pero

22-25 January
Expopromueble
Mexico City

10-13 February
Zow
Bad Salzuflen

29 July-1 August
Formobile
San Paolo

6-9 August
Awisa
Brisbane

20-23 August
Iwf
Atlanta

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10-13 February
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Bad Salzuflen

11-14 February
Fimma
Valencia

21-25 February
Indiawood
Bangalore

12-15 March
M&M
Bogotà

13-17 May
Xylexpo
Rho-Pero

29 July-1 August
Formobile
San Paolo

6-9 August
Awisa
Brisbane

20-23 August
Iwf
Atlanta
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<th>Advertisers</th>
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<td>Acimall</td>
<td>page 79</td>
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<tr>
<td>Aliprandi</td>
<td>back cover</td>
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<tr>
<td>Camar</td>
<td>page 88</td>
</tr>
<tr>
<td>Cma Robotics</td>
<td>page 13</td>
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<tr>
<td>Ddx</td>
<td>page 15</td>
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<td>Fapil</td>
<td>page 2</td>
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<td>Ims</td>
<td>page 5</td>
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<td>Maco</td>
<td>page 65</td>
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<td>Maggi</td>
<td>inside back cover</td>
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<td>inside back cover</td>
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<td>Makor</td>
<td>page 4</td>
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<td>Sistemi</td>
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<td>Stema</td>
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<td>Viganò</td>
<td>front cover, 3</td>
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<tr>
<td>Xylexpo - Cepa</td>
<td>page 75</td>
</tr>
<tr>
<td>Zow - Clarion events</td>
<td>inside front cover</td>
</tr>
</tbody>
</table>
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Via Del Lavoro 32/A
l-36016 Thiene (VI)
phone +39 0445364334
fax +39 0445370878
www.ebsbordatrice.it
info@ebsbordatrice.it

The company Ebs is specialized in the production of automatic edge-bander for the hobbit and the small/big industry. The range includes manual trimming and edge-banding machine and in particular high quality and reliability automatic edge-banding machines projected by an high-qualified technical staff. The total aim of the company have always been the continuous improvement of the machine’s quality, research and development.

**Elwood snc**
Di Bossi Franco e c.
Viale Industria, 66/2
l-27029 Gambolo (PV)
phone +39 0381 641279
fax +39 0381 648791
www.elwoodmac.it
info@elwoodmac.it

Over 30 years of experience in designing and manufacturing a wide range of edge banding machines for both small and medium companies and for industrial productions.

**Esetre spa**
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l-36016 Thiene (VI)
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fax +39 0445 360195
www.essetre.com - info@essetre.com

Cnc machining centers to carry out beams, roofs and wooden elements for prefabricated houses, structures for playgrounds, walls and “block house”. Cnc machining centers for processing windows, doors, arches, interior doors and stairs. Automatic trimming line for the automatic trimming of pvc on doors and panels. Automatic lines for milling, cutting, edging plans for kitchen tops and shelves. Cnc machining centers for machining curved elements, chairs, frames, sofas, furniture. Cnc machining centers for processing specific doors and panels. Automatic lines for carrying out boring and milling on furniture elements as drawers’ fonts, doors of wardrobes. Special machines on request.
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VEBA MECCANICA srl
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The product range is wide in the sector of traditional woodworking machines: thicknessing planers, surface planers, combined surface-thicknessing planers, circular saws, spindle moulders, combined saw-spindle moulder, universal combined machines, band-saws.

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ELMAG spa
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fax +39 039 328202
www.elmag.it - info@elmag.it

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Via Bicocca 14/c
I-40026 Imola (BO)
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www.ceflafinishinggroup.com
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phone +39 0432 640172
fax +39 0432 640018
www.cmarobotics.com
info@cmarobot.it

Company specialized in fulfillment of robotized solutions for painting chairs, tables and assembled furniture, panels, windows and doors.

GIARDINA FINISHING srl
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www.tecnoazzurra.it
info@tecnoazzurra.it

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VD srl
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Company specialized in fulfillment of robotized solutions for painting chairs, tables and assembled furniture, panels, windows and doors.
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