

13<sup>th</sup> International  
Fair for Wood  
and Furniture  
Industry

**OCTOBER 22 - 25, 2013** BRNO – CZECH REPUBLIC

## WOOD-TEC 2013 FINAL REPORT

The 13<sup>th</sup> International Fair for Wood and Furniture Industry WOOD-TEC was attended by **279 companies coming from 18 countries**. The trade fair was visited by more than **12,000 professionals** who arrived **from 24 countries**. More than 70% of the foreign visitors came from Slovakia.

The WOOD-TEC fair again confirmed its prestigious position amongst wood-processing and furniture industry fair in Central and Eastern Europe featuring high professionalism and quality. A number of innovations were introduced. WOOD-TEC is one of the fairs in the Czech Republic sponsored by the European Federation of Woodworking Machinery Manufacturers. This sponsorship and listing of this fair in the calendar of events supported by EUMABOIS guarantees high professionalism and internationality of the fair for the exhibitors and visitors.



**Veletřhy  
Brno**

[www.wood-tec.cz](http://www.wood-tec.cz)

final report

## WOOD-TEC 2013 IN NUMBERS

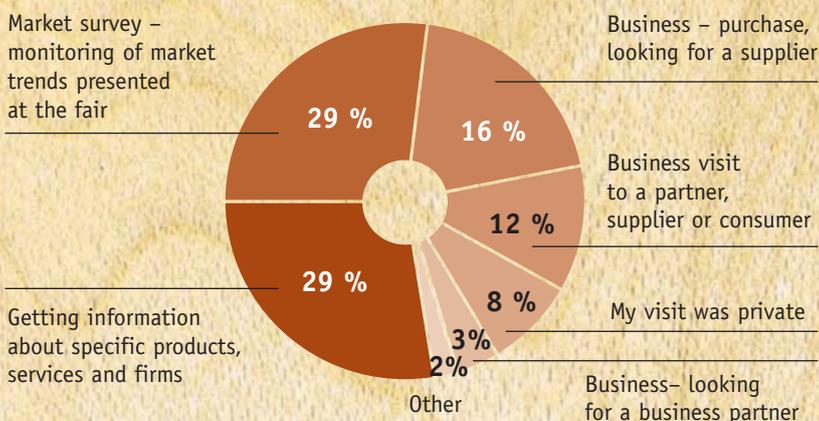
## WHAT WAS SAID ABOUT THE FAIR:

Total net exhibition space in sqm	7,372
Total number of exhibitors and represented firms	279
Total number of presented brands	130
Number of participating countries	18 *
* Austria, Belgium, Canada, Czech Republic, France, Germany, Italy, Japan, Poland, Slovakia, Slovenia, Spain, Sweden, Switzerland, Turkey, Ukraine, United Kingdom & United States	
Number of visitors	12,245
Share of foreign visitors	7%
Number of countries from which the visitors arrive	24 **
** Armenia, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Estonia, Germany, Hungary, Italy, Israel, Japan, Kazakhstan, Latvia, Lithuania, Macedonia, Poland, Russian Federation, Slovakia, Spain, Switzerland, Turkey, Ukraine, Uzbekistan & United Kingdom	
Number of accredited journalists	52
Share of foreign journalists	17 %

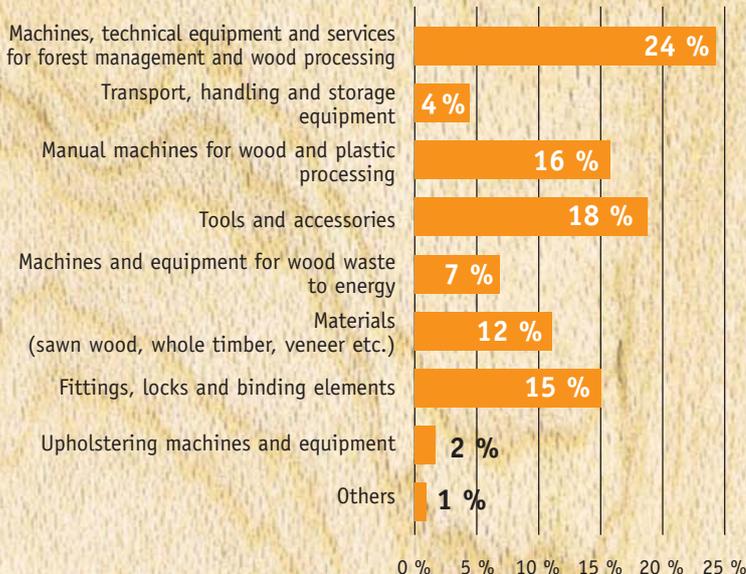
**The prestige and standard of the fair is also indicated by the outcomes of the visitor survey.** A total of **81 %** visitors declared in the visitor survey that the WOOD-TEC fair had met their expectations and fulfilled the objectives of their visit. **31% of the visitors** made a deal with some of the exhibitors. Most of the visitors came to see wood-processing machinery (**24 %**), manual machines (**16 %**), tools (**18%**) and binding components and fittings (**15%**).

On the contrary, the visitors would appreciate a larger range of products and equipment, in particular a wider choice of manual tools.

### Main reason for visiting the fair



### Fields that the visitors were interested in



### **Evžen Rojek, Managing Director and Chairman of the Board of Directors of ROJEK dřevobráběcí stroje, a.s.**

The fair was a success, from the first hours after its opening until the end of the event we managed to make several deals. It is good that the WOOD-TEC fair takes place once in two years. This gives the firms a chance and time to come to the trade fair with some innovations. And it is also important for the customers who attend this event. Being a good fair, WOOD-TEC has enormous prestige and it has evolved into an international fair. For example, this year we got visited by our business friends from abroad. We can never be missing in Brno, it is also about building our image.

### **Petr Janů, Business Manager, TKZ Polná, spol. s r.o.**

We are highly satisfied with the WOOD-TEC fair this year. Our exhibition stand in the hall was visited by a number of potential customers who we held discussions with. I believe that once we evaluate the event, it will bring an economic effect for the company. We need to present ourselves in Brno as this is the place where our long-term customers come to look for us and this also improves the company's image. Furthermore, we had a number of business meetings.

### **Tomáš Vystyd, Executive in FELDER Group CZ**

It has been confirmed that our company took the right decision by opting for a larger exhibition space for our presentation at the WOOD-TEC fair than during its previous editions. This enabled us to show the customers who we are and what our broad production programme offers. In our exhibition stand we introduced 75 machines this year. The intention of our company in Brno has come off, we are satisfied.

### **Michal Vodák, Sales department - Dřevomateriál s.r.o.**

With the collection of ABS edges by SCHILSNER industry Group we established a number of new contacts at the fair. Our exhibition stand was full all the time, and a large number of new potential customers showing great interest in our products arrived. I would also like to highlight the good facilities provided by Hall F. We are satisfied with our participation in the fair.

### **Jiří Mynař, Owner of MINIPROF**

I am very pleasantly surprised by the Brno WOOD-TEC fair as similar events around the world face a low number of visitors and represented brands. Our stand was visited by a number of visitors who are also potential customers. We are glad that we could show them our top quality machines in operation and introduced the world-class innovation MANUAL RAMBO from our production portfolio. Naturally, we held meetings and talked with our business partners in Brno.

### **Zdeněk Holub, Director of STM s.r.o.**

The fair met the objective with which the firm arrived in Brno. We held meetings with our customers here and introduced our innovations. We were visited by a number of professional visitors who came to ask specific questions and requirements.

## WHAT WAS SAID ABOUT THE FAIR:

### David Dvořáček, Executive of PILART s.r.o.

We are satisfied with the fair, it met our objective. We are one of the largest exhibitors and we showcase all our machines in operation. And this is one of the reasons why our stand was in high demand and of course we established new contacts. We held meetings with our business partners right at the exhibition centre.

### Jaroslav Německý, Sales representative, ASAMER, spol. s r.o.

For our company the trade fair was a success. The objective we set for ourselves was fulfilled, we pre-negotiated a number of contracts with both existing and new potential customers. The meetings were held in our exhibition stand almost continuously. We are satisfied.

### Leonardo Malloni, Tekma spol. s r.o.

The firm is very happy with the trade fair. We were visited by a large number of people, the exhibition stand was virtually chock-a-block full. Throughout the fair we had meetings with the customers. We will see what financial effects the participation will bring, I definitely did not expect this in Brno, the fair was simply a success.

### Daniel Fořt, Manager in Schachermayer

Our participation in the WOOD-TEC fair met the objectives we arrived in Brno with which is to offer comprehensive services that should result in long-term cooperation. We also wanted to show trades people and plant owners our state-of-the-art logistics which enables considerably cost reductions. Our exhibit was full all the time, we are satisfied with the fair.

### Karel Sedláček, Head of commercial and marketing department, TWIN s.r.o.

The fair met its purpose, we wanted to introduce innovations in Brno that the fair offers. There was a demand for pocket doors although these products are not really cheap. We would appreciate if there was a higher number of exhibitors as well as visitors.

### Jaroslav Tichý, representative of OHRA

We are satisfied with the fair. People were interested in our exhibit, we were visited by a number of potential customers. We also had a lot of meetings with our present business partners. In my view, WOOD-TEC met the objective we had arrived at Brno with.

### Magdaléna Divincová, representative of Sirca S.p.A. v SR

We were satisfied with the WOOD-TEC fair, our exhibit was visited by a sufficient number of people interested both in the products as well as cooperation with us. We are an Italian company which also has a representation in Slovakia for the time being and the main reason to come to Brno was to contract a new Czech distributor for our products – quality paints for exteriors as well as interiors. The fair confirmed that there is interest in the cooperation in the Czech market and therefore our presence in Brno met our objective.

## MAIN TOPICS OF THE SUPPORTING PROGRAMME

### WOOD AS A MATERIAL

The supporting programme is sponsored by the Faculty of Forestry and Wood Technology of Mendel University in Brno along with the Czech Forest-Based Sector Technology Platform and related industrial fields.

A professional sponsor of the supporting programme will be prof. Dr. Ing. Petr Horáček, dean of the Faculty of Forestry and Wood Technology of Mendel University in Brno.

### Advanced material, design and technology in furniture making

- Doc. Ing. Arch. Ludvika Kanická, CSc: How are new materials and technologies translated into the 2013 design
- Ing. Karel Krontorád, CSc: Use of plasma in furniture piece edge banding
- Ing. Jaroslav Svoboda, Ph.D.: Ions in interior
- Ing. Petr Čech, Ph.D.: Upholstering material VOC emissions

### Wood as a material and products made of natural materials

- Doc. Ing. Veronika Kotrádová, Ph.D.: Haptic effects of wood
- Ing. Lenka Hračková: Natural wallet-friendly insulating materials
- Doc. Dr. Ing. Zdeňka Havířová: Current trends in timber-frame structures
- Ing. Luďka Hlásková: Determination of cutting resistance in wood working
- Ing. Vít Novák, Ph.D.: Surface quality for working and its evaluation

### Educational projects

- Doc. Ing. Daniela Tesařová, Ph.D.: Interactive educational portal for furniture makers
- Doc. Dr. Ing. Petr Branecký: Furniture making information system „NIS“
- Ing. Karel Krontorád, CSc: Innovation of teaching in the field of wood-working, furniture making, timber-based structures and furniture design at the Faculty of Forestry and Wood Technology at Mendel University in Brno

The supporting programme includes a popular competition **Get to know our wood.**

The completion is based on introducing all wood species to the general public of all age categories.

## 14<sup>th</sup> International Fair for Wood and Furniture Industry

### WOOD-TEC 2015

October 20 - 23, 2015

Brno-Exhibition Centre, Czech Republic

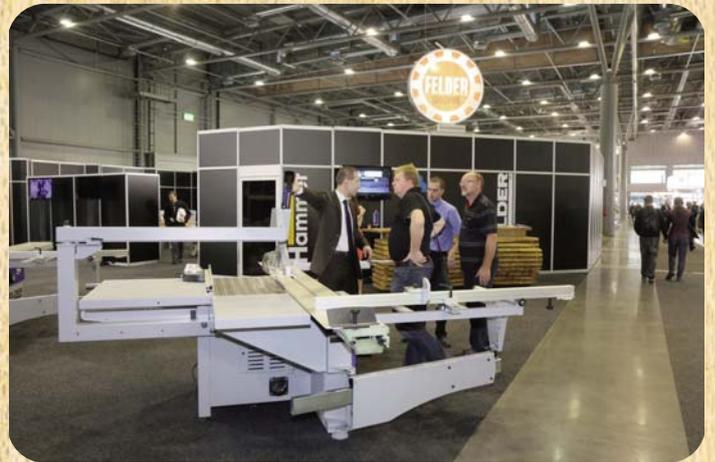
**Registration deadline: May 31, 2015**



# WOOD-TEC 2013 IN PICTURES



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