



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

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

**OCTOBER 20 - 23, 2015 Brno - Czech republic**

## **WOOD-TEC 2015 FINAL REPORT**

The 14th edition of the International Fair for Wood and Furniture Industry WOOD-TEC took place at the Brno exhibition centre between 20<sup>th</sup> – 23<sup>rd</sup> October 2015. It was attended by a total of **297 exhibitors from 20 countries**. The trade fair was visited by **10,771 professionals arriving from 20 countries**. There was a significant increase in the number of visitors coming from Slovakia.

The 2015 edition marked a major turning point for WOOD-TEC. This edition has been record-breaking both in terms of the number of exhibiting firms as well as presented brands since 2009. There was a growing interest of the exhibitors in the field of machines, tools and equipment. Most of the exhibition stands introduced innovations. WOOD-TEC in 2015 clearly confirmed its position of a Czech-Slovak trade fair. Slovak companies presented their offer over more than six hundred square meters and there were also a growing number of visitors coming from Slovakia.



# final report

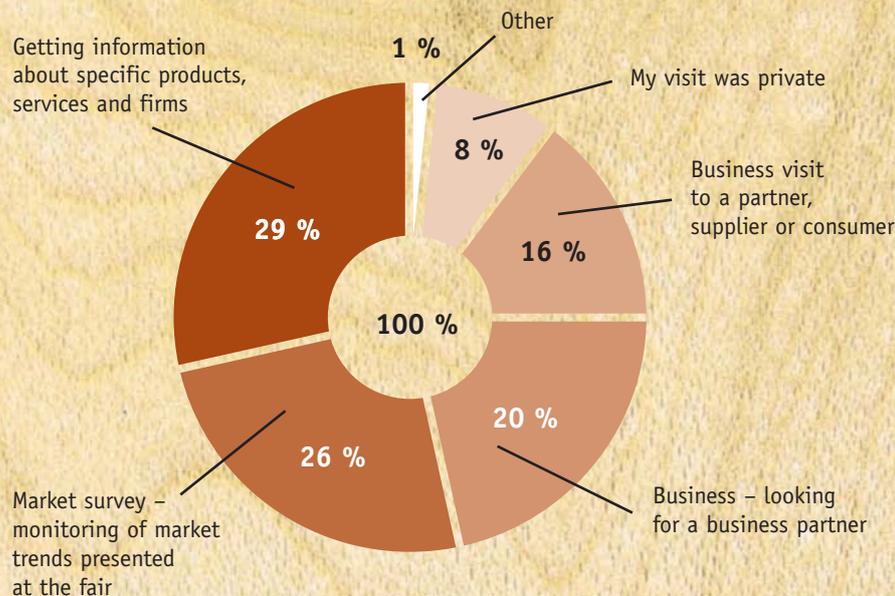


Veletrhy  
Brno

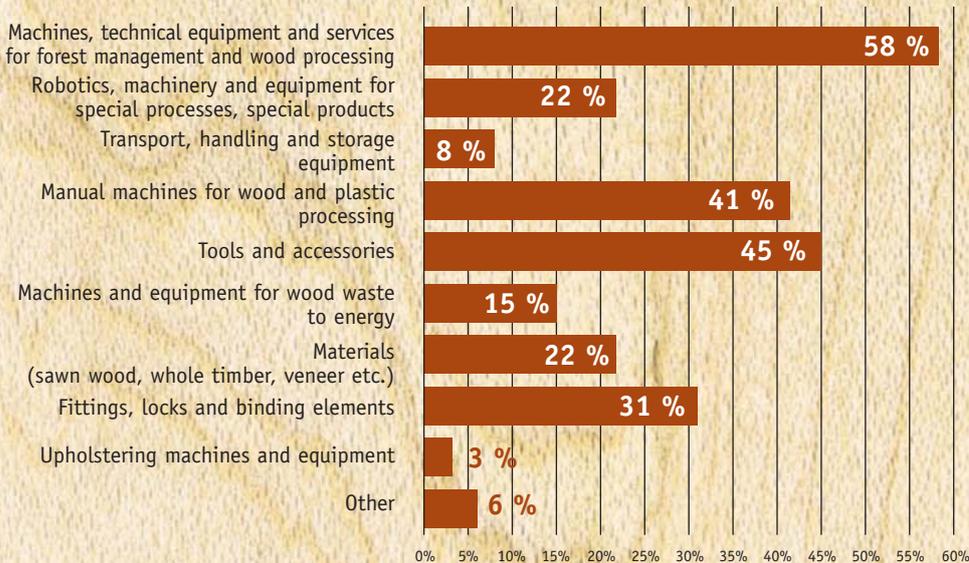
## WOOD-TEC 2015 IN NUMBERS

Total exhibition space in sqm	7,452
Total number of exhibitors and represented firms	297
Total number of presented brands	190
Number of participating countries	20 *
* Austria, Belgium, Belarus, Czech Republic, France, Croatia, Italy, Japan, Hungary, Germany, Netherlands, Poland, Russia, Slovakia, Slovenia, Spain, Sweden, Switzerland, USA, United Kingdom	
Number of visitors	10,771
Share of visitors from abroad	5%
Number of countries from where visitors arrived	20 **
** Austria, Belgium, Belarus, Denmark, Estonia, Finland, Ireland, Italy, Hungary, Germany, Poland, Romania, Russia, Slovakia, Slovenia, Spain, Sweden, Switzerland, Turkey, Ukraine	
Number of accredited journalists	55
Share of journalists from abroad	20 %

## MAIN REASON FOR VISITING THE FAIR



## FIELDS THAT THE VISITORS WERE INTERESTED IN



## TRADE FAIR TESTIMONIALS:

### Evžen Rojek, executive, Rojek dřevobráběcí stroje:

*This WOOD-TEC edition was a pleasant surprise, our stand at Hall V welcomed a large number of visitors from the very first day. Moreover, we were visited by professionals who knew what products they need. We can see a certain recovery as craftsmen are in search of new technologies for their operations. I was satisfied with this year's edition.*

### Zdeněk Bezděk, Chairman, Association of manufacturers of woodworking machines and equipment:

*During the WOOD-TEC fair our stand was visited by a number of people from the Czech Republic, but also from Angola, Ethiopia and journalists from Belarus, Slovakia, Russia, etc. This year's fair edition is richer, compared to the last edition, there are more visitors here and we can see increased interest in machinery and technology. It shows that the economy is growing steadily, which is important for the manufacturers of woodworking machines. Compared to the previous editions, we only see positives here. In terms of attendance, professional public and interest in the machines, we truly appreciate this event.*

### Ján Antal, executive director, AGGLU SK s.r.o.:

*First and foremost, the fair is the venue for business meetings that we have arranged in advance. The footfall at our stand was good, we can say that there were times when we hardly had a minute to stop. Gradually, we also collected new contacts not only from the Czech and Slovak prospective buyers but also from visitors from Russia. For the company the fair was a success.*

### Jaromír Horský, owner, RH+ dřevobráběcí nástroje:

*Unlike previous years, the number of visitors increased this year although Internet sales and electronic advertising, which does not require personal contacts, is on the rise. Our stand was crowded all the time, and we do not experience this phenomenon yet. In economic terms, the company presence at WOOD has always paid off, including this year. It is arguably the best wood-working exhibition in the Czech Republic. It is also a venue for us to meet up with our traditional clients, and we also meet our colleagues here.*

### Tomáš Vystyd, executive, FELDER Group CZ:

*From my perspective, the WOOD-TEC fair evolves positively. Here, at the exhibition centre you feel the will to buy. The times when people wanted new machines, but hesitated with the purchase, are gone. The companies now want to buy, I must say that what we wanted to sell at the fair, we did sell. We are exhibiting in the same area as two years ago, and we introduced a number of new products to the interested parties - and our goal was met. The customer could see who they were dealing with. I must say that this year the interest in the machinery was huge. The company was satisfied with the fair.*

### Jan Hon, Wood Software s.r.o.:

*The fair fulfilled all the company's expectations. We are pleased to see that this year our products were in higher demand than last year. We can see that the people coming to see us know what they want and, moreover, they want to buy things, which was not the case before. We can say that the fair was successful for us.*

### Aleš Houfek, managing director, Houfek a.s.:

*The WOOD-TEC fair is important as this is where we meet our customers once in two years. We must always be present here and introduce our new products as well as the cross-section of our portfolio. Every day during, in the morning and at noon, people were*

## TRADE FAIR TESTIMONIALS:

pouring in in such numbers that we were unable to attend to them being eight of us. The trade fair was beneficial for the company and important, Brno is important in the field of wood-processing for the region of Central and Eastern Europe.

### **Petr Euer, KOVO NOVÁK Citonice:**

The trade fair was an excellent event for our company, our exhibition stand was always chock-a-block, crammed with people. This shows that our small machine producing pellets is in high demand. Anyone working with wood produces waste and, in fact, often does not know what to do with it. This method results in good valorisation and people can get their own fuel for heating and also generate profits. Moreover, visitors to the fair know us because we produce mainly agricultural machinery. It is interesting that we were visited by a lot of people from Slovakia, I was surprised. These visitors were not only salesmen, but also end customers. We established a number of new contacts. The company is satisfied.

### **Jaromír Hudec, executive,**

#### **Pilous –pásové pily spol. s r.o.:**

For the company, the fair was a success, as always, we are traditional exhibitors. WOOD-TEC is always of great importance for us and this year we are visited by people who go who want to shop and know what saw they want. The fair fulfilled our vision and expectations. Clients we introduced some of our innovations and new design tools. We also introduced a small saw with an automatic plate, which is an absolute innovation in the global production. We were very satisfied with the fair.

### **Pavel Žůrek, owner, Mlínec:**

Our firm is satisfied with the fair, our stand was visited by plenty of people, especially professionals who knew what they wanted. I dare say that these experts totalled around 90 percent. We returned to the fair after eight years and it met our expectations. I must admit that the company needed to establish new contacts, which we managed to achieve in Brno.

### **Jana Novotná, sales specialist, MIVOKOR:**

For us, as suppliers of wire programmes for carpenters, the fair very successful. We are also satisfied with the number of visitors to our exhibition stand and the facilities and services provided by the BVV staff. We held a series of business meetings, both planned and unplanned. Our range of product was in high demand, carpenters could get a "hands-on" experience and they were satisfied. Nothing beats personal contacts, which is allowed by such a trade fair.

### **Miroslav Peterka, technician,**

#### **Jeřábek stroje, s.r.o.:**

The interest in our machines in Hall F was huge, we were visited by a number of prospective buyers. Every day we practically had no time to rest until three o'clock in the afternoon. Moreover, we showed the machines running, which is quite important for the customers. We held a number of business meetings. From the perspective of our company, the fair was successful.

### **Martin David, business manager,**

#### **Conmetron, spol. s r.o.:**

This year's fair edition is definitely better than the previous one. The important thing is that it is a specialist wood-related trade fair and it met our expectations. We managed to establish new contacts with small and medium sized carpenters and businesses. We were even visited by end customers. It turns out that personal contacts are still important, which is enabled just by WOOD-TEC.

## WOOD-TEC ARÉNA

### - NEW CONCEPT OF THE SUPPORTING PROGRAMME

The new concept of the supporting programme focused on WOOD-TEC Arena in Hall F. The content centred around current topics in this field and presentation of new products and technologies. The programme was prepared together with professional sponsors and partners of WOOD-TEC Arena, i.e. the Association of Producers of Woodworking Machinery, Woodworking Enterprises Association of the Czech Republic, Association of Czech Furniture Manufacturers and Mendel University in Brno. Furthermore, there were a number of presentations introducing various companies.



### ONE FIFTH OF THE VISITORS ARRIVED TO MAKE A DEAL, A TOTAL OF HALF OF THE VISITORS INTENDED TO MAKE A PURCHASE

A total of 20 % of the visitors to the WOOD-TEC 2015 fair came to buy a particular product, looked for a supplier or partner for business. Another 30 % came here in search of specific information about products and services, presumably with the intention of to buy these services or products on a later day. A total of half of the visitors thus intended to make a purchase.

### ONE THIRD OF THE VISITORS WERE INTERESTED IN COMPONENTS

Traditionally, the largest part of the visitors was interested in machines and technical equipment. Compared to previous editions, there was a significant increase in the share of visitors who were after fittings and other components for furniture production. These visitors accounted for one third of all visitors to the trade fair.

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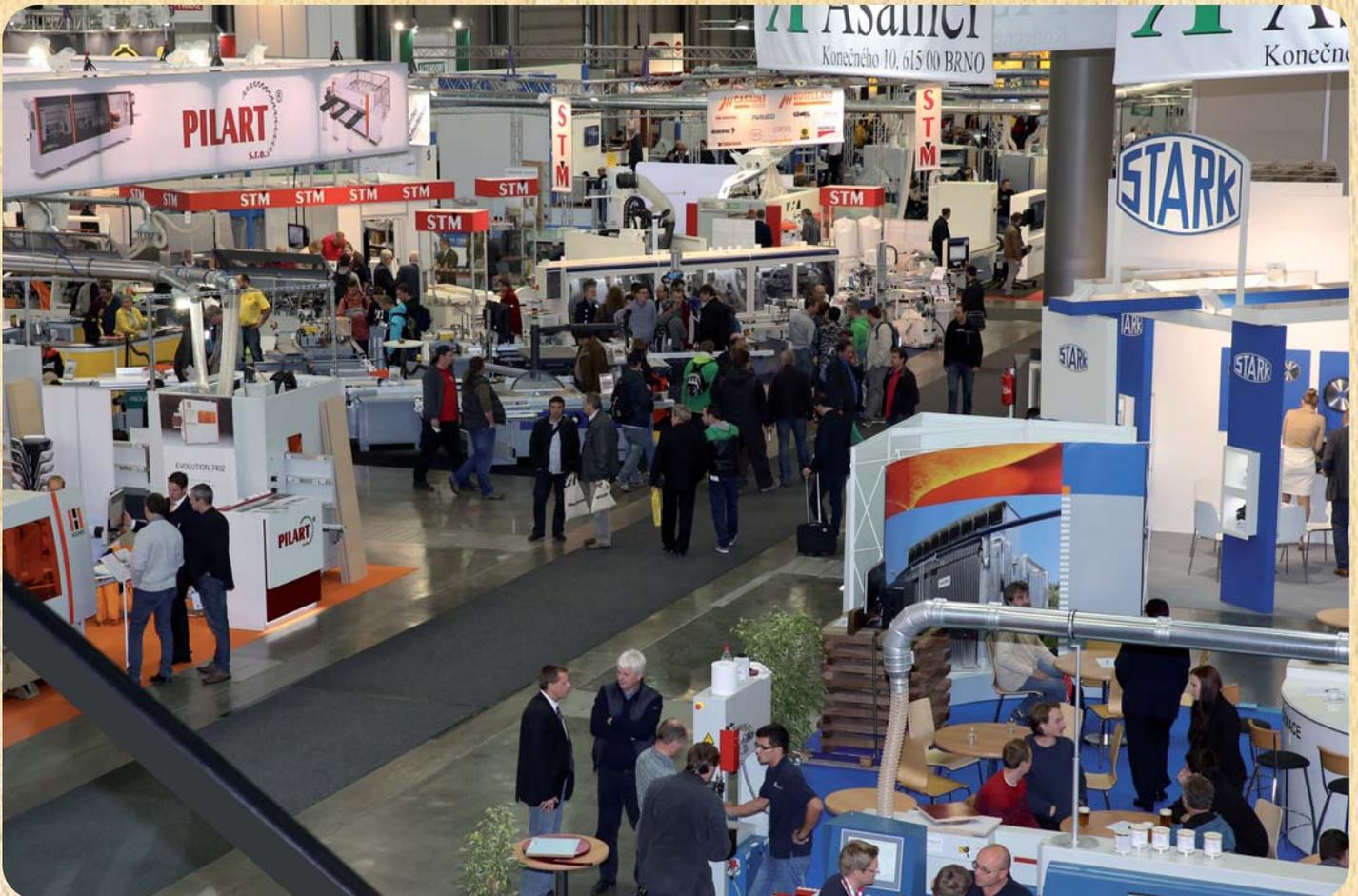
# WOOD-TEC 2017

October 31 – November 3, 2017

Brno-Exhibition Centre, Czech Republic

Registration deadline: May 31, 2017

# WOOD-TEC 2015 IN PICTURES



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