



**16th International Fair
for Wood Processing
and Furniture Industry**

10.–13. 10. 2023

Brno Exhibition Centre

FINAL REPORT



WOODTEC International Fair for Wood Processing and Furniture Industry took place at the Brno Exhibition Centre from 10 to 13 October 2023. It ran concurrently with the MSV International Engineering Fair. WOODTEC was located in Hall Z, which was also open to visitors of the engineering fair.



59,616

visitors (together
with MSV)



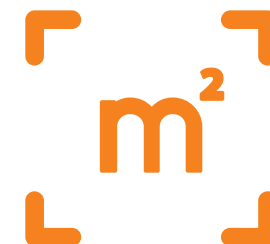
48

exhibitors from
3 countries



Hall Z

+
adjacent outdoor
areas



3,300 sqm

net expo
area



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Exhibitors

48 exhibitors from the Czech Republic, Germany and Slovakia took part in WOODTEC 2023.

States of the represented companies: Austria, Canada, Croatia, France, Germany, Hungary, Italy, Poland, Slovenia, Spain, Sweden, Taiwan, Turkey, USA, and UK.





Visitors

The fair was visited by 59,616 visitors (together with MSV) mainly from the **Czech Republic** and **Slovakia**. In addition, visitors from **Finland, Italy, Hungary, Poland, Austria** and **Spain** signed up for WOODTEC.



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Visitor overview

60% work in positions of director, deputy director, executive, or manager

76 % have unique or joint decision-making powers in their companies

26 % came to the fair with the aim of purchasing or finding a business partner



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Visitors' sectoral split

47 % work in furniture industry

35 % work in woodworkign industry

9 % work in construction or mechanical engineering

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What people said about the fair

Jan Mimra, manager, Panas, spol. s r.o.

We presented automation and robotics solutions to our customers at WOODTEC. We wanted our customers to be able to imagine similar solutions for their production. Robotics is on the rise, we solve it for our customers and we also supply Czech manufacturers.

Tomáš Vystyd, manager, Felder Group CZ

We brought three highlights to WoodTec this year: the Silent-Power® spiral-blade planer shaft, the PCS® - Preventive Contact System safety system on format and circular saws, and the patented glueBox technology, which is used in the gluing system for gluing furniture edges primarily in areas with higher humidity. We are pioneering in the field of research and development, which is why we hold 39 international patents. We are at WOODTEC to better present our machines to potential interested parties and visitors to the fair.



What people said about the fair

Evžen Rojek, Sales Manager and Board Member, ROJEK a.s.

On behalf of ROJEK, I can say that our expectations were certainly met. The first day was not bad and the second and third days were absolutely excellent. The turnout was very good. Visitors wanted to physically see the new products, see the machines, and even the offers are so serious that we believe the effect will come and the sales will be there. So it was a great fair and we will only look forward to making WOODTEC happen again in the years to come

Miroslav David, Sales Manager IGM Tools & Machinery

Overall, we are satisfied. There were quite a lot of visitors and we were surprised that MSV visitors were also interested in woodworking. We are quite focused on DIY as well, so we found quite a few people interested in our machines there. We had a good acclaim and we are satisfied with the overall attendance. Thursday was a really strong day, our satisfaction is on the max.

What people said about the fair

**David Elis, sales, service and consulting poradenství, company
owner**

We didn't really have any great expectations, but we are glad that after six years the fair is back. We are glad that we could actually present ITA Tools in the Czech Republic for the first time. The combination of a woodworking fair and an engineering fair is a good option for me.

Zdeněk Otčenášek, trainer at Festool

It was perfect for me. It was really well attended by visitors and people were interested in our machines. The evaluation was 100%. We presented our excellent service and new products to many customers and our expectations were met.

Pavel Horký, BG Technik cs

The Brno Exhibition Centre really managed to get visitors here this year, which was to be expected thanks to its connection with MSV. As far as business is concerned, I am satisfied, we have enough contacts, which is good.

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What people said about the fair

**Stanislav Telec, Director of Woodworking Machinery Division,
TOS Svitavy**

As far as WOODTEC is concerned, we are glad that it took place this year and we hope that it will again take on those two-year cycles. I think that this symbiosis with MSV is not bad at all, and many years ago this fair was like this. This trade fair is a kind of meeting with our new customers who already have some offers from us, or who we have served in the past years, or who want to upgrade, for example. I don't think that the website and e-mail communication can fully replace the personal contact that is intensively taking place here.

Michal Legdan, manager, Legdan

This is our first exhibition and we are very happy to have participated. We rate it very positively and we are already looking forward to the next edition. At the same time, we hope that even more exhibitors will participate in the show, including the biggest brands.



What people said about the fair

Dominik Popelák, SWOOD specialist, SolidVision

As far as our expectations are concerned, I dare say that the fair exceeded them by a lot. We have already arranged individual presentations of our software. We believe that this will be of great benefit to us and our colleagues.

Kristýna Špinarová, ŠPINAR-software

Our expectations were met, we managed to arrange a lot of presentations of our software and conclude pre-orders with clients. After Tuesday, the turnout was very high and the interest of the visitors increased with it. It was also a pleasure to meet our existing customers and we are really pleased with this year's fair

We look forward to seeing you at the next
WOODTEC

