

WOOD PROCESSING MACHINERY

www.woodmachineryistanbul.com

**27th International
Wood Processing Machines,
Cutting Tools, Hand Tools Fair**



September 27 - October 1, 2014



İNTERMOB

www.intermobistanbul.com

**17th International
Furniture Side Industry,
Accessories, Forestry Products
and Wood Technology Fair**

REASONS TO CHOOSE WOOD PROCESSING MACHINERY - INTERMOB ?

- Getting an opportunity to see the newest products of the leading suppliers and manufacturers in the Wood Processing and Furniture Components industries
- Meeting industry professionals to know more about the industry in general
- Gaining further insight into intended uses, specifications and qualities of products
- Collaboration with domestic and foreign manufacturers and suppliers
- Discovering new manufacturing solutions, design ideas and certifications
- Keeping up to date on developments in the industry
- Sharing best practices and expertise



THE WOOD AND FORESTRY PRODUCTS INDUSTRY IN TURKEY

- The wood and forestry products industry in Turkey has an annual turnover of almost 14.4 billion Turkish Liras (approx. USD 7.2 billion).
- In 2012, the industries achieved a combined export target of USD 3,8 billion.
- The 2023 Export Strategy of Turkey aims an export value of USD 10 billion for wood and forestry products.
- Turkey has a wide variety of cultivated wood species and world-class manufacturing facilities.
- Significant investments and capacity increases by the large players continue to boost the industry.
- Urban Transformation Project which has been put into practice by the government, is also expected to rise the wood and forestry products industry significantly in relevant to the increase of the construction capacity.



From Synergy Comes Strength

Wood Processing Machinery

27th International Wood Processing Machinery, Cutting Tools and Hand Tools Fair

Intermob

17th International Furniture Components, Accessories, Wood Products and Wood Technology Fair

Are Being Held Concurrently.





WOOD PROCESSING MACHINERY-INTERMOB FAIRS AND EURASIA

- Countries in the Balkans, Black Sea Basin, Caucasia, Western and Central Asia, Middle East and North Africa as well as buyers from Russia make large purchases during the Wood Machinery and Intermob Fairs.
- Eurasian countries are among the most important connections of the wood and furniture industries in Turkey due to their dynamic populations, rising purchasing power, cultural ties and trade potentials.
- In the region where the need to develop the wood and forestry products industry is high, the fairs are important international trade platforms that serve to make good business connections and create opportunities.
- The fact that Istanbul is up to four hours of flight time away from the majority of the region add to the accessibility and attraction of Wood Processing and Intermob Fairs.
- Visa waivers with Middle Eastern countries and Russia means higher number of visitors from these regions and better business connections.



REASONS TO PARTICIPATE



- Win new business
- Promote and learn more about developments
- Expand trade opportunities
- Win new clients in the short and long term
- Keep abreast of the competitors
- Compare own products with alternatives
- Find new distribution channels
- Increase revenue
- Facilitate the sales process
- Discover and learn more about new markets
- Differentiate from competitors by showcasing image and own products
- Keep up to date on developments in the market



VISITOR PROFILE

- Furniture manufacturers
- Forestry products industry professionals
- Furniture and decoration companies
- Construction professionals
- Machinery professionals
- Hardware and construction materials suppliers
- Architects, interior architects and engineers
- Chemical industry professionals

WOOD PROCESSING MACHINERY - INTERMOB 2013 FAIRS IN FIGURES

880 participants from **30** countries

59,697 professional visitors from **86** countries

54,585 domestic visitors

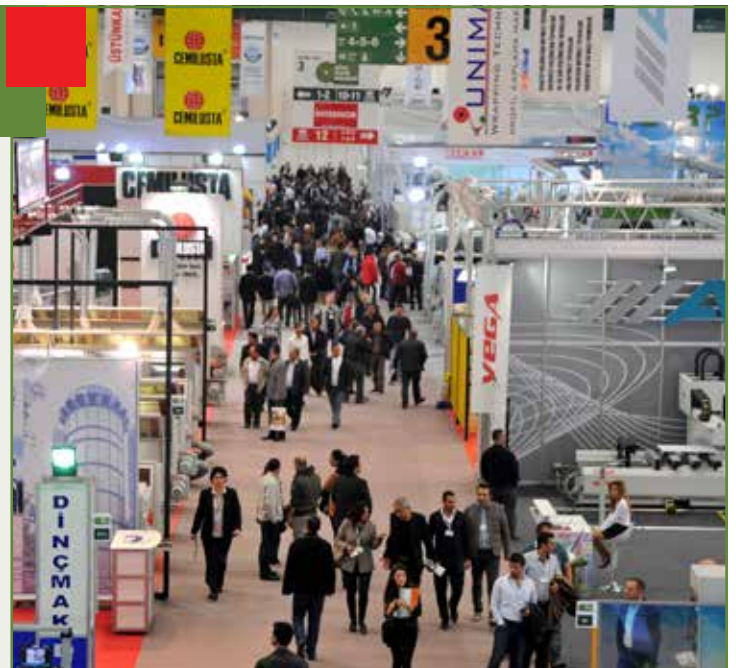
5,112 foreign visitors

The first 20 countries according to the visitor numbers

- | | | |
|---------------|-------------------------------|------------------|
| 1. BULGARIA | 8. IRAQ | 14. GREECE |
| 2. IRAN | 9. UKRAINE | 15. TUNISIA |
| 3. MACEDONIA | 10. ITALY | 16. KOSOVO |
| 4. RUSSIA | 11. BOSNIA AND
HERZEGOVINA | 17. LIBYA |
| 5. AZERBAIJAN | 12. GERMANY | 18. LEBANON |
| 6. GEORGIA | 13. EGYPT | 19. ROMANIA |
| 7. SERBIA | | 20. SAUDI ARABIA |

POSITIONS OF VISITORS IN THEIR COMPANIES

- **53.6%** are solely or jointly authorized to make business decisions.
- **52%** are in managerial positions.
- **13.7%** work in sales or marketing.
- **2.8%** work in procurement.
- **23.6%** work in manufacturing.



Wood Processing Machinery - Intermob Scope of The Fair

WOOD PROCESSING MACHINERY

- Machines, Technical Equipment and Services For Forestry
- Machines and Technical Equipment For Primary Processing (Production Of Semi-Finished Products)
- Machines and Technical Equipment For Secondary Processing (Laminating, Machining, Gluing Of Solid Timber)
- Machines and Technical Equipment For Surface Finishing
- Machines and Technical Equipment For Assembly, Packaging
- Materials Handling, Warehousing and Commissioning Technology
- Robots Technology
- Machines and Plants For Special Processes
- Machines and Plants For Special Product Groups
- Auxiliary Machines, Equipment and Devices; Other
- Portable Machines For Processing Of Timber and Plastics
- Tools and Auxiliaries
- Machines, Equipment and Tools For Maintenance and Manufacturing Of Tools
- Products For The Equipment Of Machines
- Use Of Residual Wood (Dust, Chips, Firewood, Bark), Generation Of Energy and Heating Using Wood Fuels
- Energy Saving, Environmental Protection, Occupational Safety, Fire Prevention and Air-Conditioning
- Electronic Data Acquisition and Data Processing Equipment; Measuring, Testing and Control Systems
- Delivery Of Complete Plants, Financing and Leasing Companies
- Independent Computer Software (CAD, ERP, Production Planning and Control, Etc.)
- Independent Services For The Wood Industries
- Research and Testing Institutes, Educational Institutions For The Timber and Woodworking Industries (Universities, Technical Colleges, Etc.)
- Publishers Of Literature For The Timber and Woodworking Industries

INTERMOB

WOOD AND FORESTRY PRODUCTS AND SUPPLIES

- Trunks, Lumber
- Chipboard, Coated Board, Painted Board
- Mdf, Coated Mdf, Hdf, Coated Hdf
- Fiber Board, Coated Fiber Board
- Plywood
- Coatings, Laminates
- Decor Paper, Overlay Paper
- Finishing Foil, Pp, Pvc Membrane, Acrylic Foils
- Edge Tape and Coating
- Profiles, Panel Wood, Baseboard, Drawer
- Panels, Door Panels
- Door Surfaces, Door Panels, Frames and Sills
- Wooden Door Body, Fillings
- Laminated, Membrane and Acrylic Cupboard Doors, Full-size Doors
- Tables, Counters
- Wood Floor Coverings
- Wooden Pallets, Chests, Boxes and Semiproducts
- Wooden Handicraft and Authentic Products

FURNITURE ACCESSORIES

- Connection Systems
- Hinges, Doors, Folding Blinds
- Sliding Systems
- Knobs and Hangers
- Aluminum Profiles, Frames, Slats
- Plastic Profiles, Frames, Slats

- Metal Furniture Frame
- Plastic, Metal and Wood Furniture Legs, Casters
- Door and Window Handles
- Lock Systems
- Wet Surface Cabins and Accessories
- Lighting Systems and Accessories, Led Systems
- Bath and Kitchen Accessories, Embedded Products
- Mirror and Glass Products And Semiproducts

CHEMICALS

- Paints, Varnishes, Polishes, Dyes
- Impregnated and Protective Materials
- Resins, Thinners
- Glues, Adhesives
- Filling Materials

SEATING GROUP AND BED MANUFACTURING MATERIALS

- Upholstery Fabrics
- Technical Textiles
- Sponge, Fiber, Felt, Feather Fillings
- Wooden and Metal Frames
- Mechanisms, Suspension
- Armrests, Tables and Backrests
- Flexible Supports
- Tresses, Piping, Cording, Interfaces and Linings

- Zippers, Buttons, Rivets and Stone-set Accessories
- Spiral and Zigzag Springs
- Upholstery Frames
- Scissors, Blades, Needles and Yarn

MANUFACTURING TOOLS, EQUIPMENT AND ACCESSORIES

- Cad/Cam Software
- Professional Hand Tools
- Pneumatic Hand Tools
- Sanding Tools and Machines
- Paint Guns and Spraying Systems
- Air Compressors
- Work Clothes, Protective Materials
- Riveting Machines, Staples and Nails
- Self-adhesive Plugs and Sound Stoppers
- Fixing Putty, Retouching Pens
- Packaging Materials and Machinery
- Fire Extinguishing Systems

SERVICES

- Contract Manufacturing
- Stand Design and Architectural Services
- Non-governmental Organizations
- Public Authorities
- Financial Services
- Consultancy Services
- Logistics Services
- Recycling and Waste Processing Services
- Trade Publications

EUROPE

ASIA

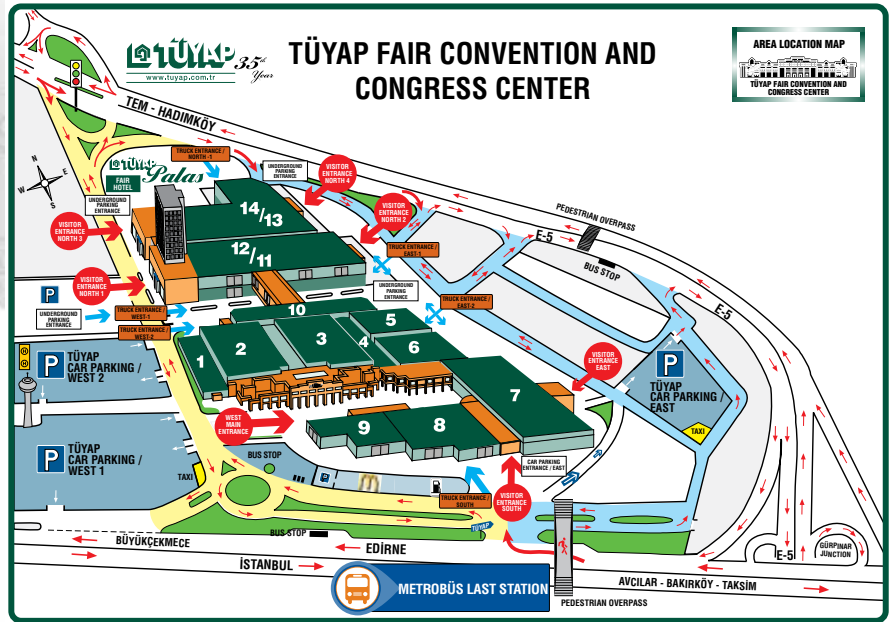
AFRICA

MIDDLE EAST

TURKEY

İSTANBUL

TÜYAP



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