



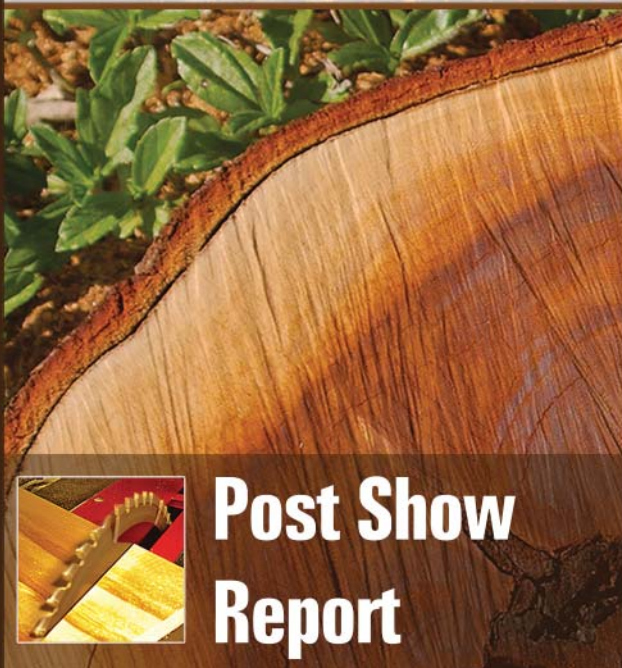
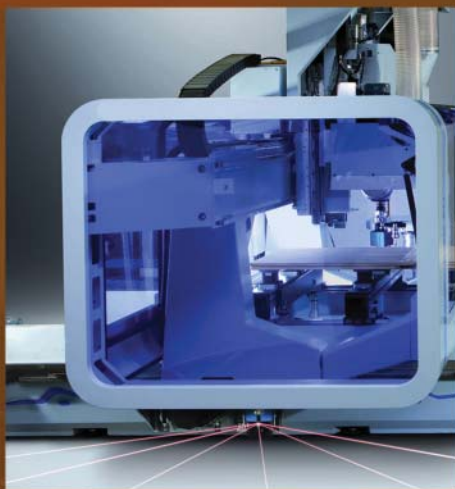
WOODSHOW

International Wood & Wood Machinery Show

www.woodshowglobal.com

The Region's Premier Destination for Wood and Woodworking Machinery Business

5 -7 April 2011
Dubai Airport Expo



**Post Show
Report**

-  20,000+ sq. m. of Exhibition Space
-  250 Exhibitors
-  40 Countries
-  9 Country Pavilions
-  5,000+ Specialized Trade Visitors
-  Supported by International Wood & Woodworking Associations
-  45 Million USD Worth of Transactions in WoodShow 2010
-  More than Half a Billion USD Worth of Transactions since 2005

Supported by:



Bringing Business Experience for Wood Professionals to Life

The Organizer

WoodShow is organized by Strategic Marketing & Exhibitions, which is perceived as one of the leading exposition and conference organizers, in the United Arab Emirates based in Dubai, China and Egypt. We have grown within and contributed to the exhibition industry and have gained the reputation of being one of the leading experts in all aspects related to the exhibition industry.

Strategic has organized a number of high profile events in Dubai, Abu Dhabi, and Cairo and have partnered with global names to explore and expand into newer markets and geographical locations. We have organized International conferences and events for government and institutions, ministries, foreign diplomatic missions, international associations and businesses.

Our team has an unrivalled level of expertise and specialist exhibition knowledge encompassing operational, sales and marketing skills to ensure that we are adding real value and success to all our shows, thus making your businesses grow and be known internationally.

Dubai Woodshow Organizing Committee

Message from the Organizers

Your keen interest in your professional development and growth is the purpose for our existence; The Dubai WoodShow takes pride in its ability to grow along with you. We constantly aim to provide you with higher standards of service, and business opportunities in the wood sector. Your ongoing contribution has exceeded our expectations; it's your commitment towards your own company's development that helped us grow at a faster pace.



Show Highlights

- This was the sixth edition of the WoodShow
- The show attracted 202 Exhibitors from 30 countries
- The exhibition was held from the 5th to the 7th of April 2011.
- There were participants of national pavilions from Malaysia, China, France, United States, Germany, Italy and Canada.
- Specialized trade visitors transacted with exhibitors buying wood, products and machinery.
- Sales contracts worth millions of dollars were concluded during the show with the opportunity to close more deals in the pipeline
- The show was supported by Eumabois (European Federation of Woodworking Manufacturers) Contractors' association , ACIMALL (Italian woodworking association), LUNJIAO woodworking machinery chamber of commerce, CNFMA(China National Forrest Machinery Association), AHEC (American Hard wood Export Council), American Soft woods, QWEB (Quebec Wood Export Bureau), French Timber, QINGDAO oodworking machinery association, APID (Association of professional interior designers), AFEMMA, ATIBT (Association Technique Des bois tropicaux, VDMA, AHK (German Emarati bereau for trade and industry), TWMA (Taiwan Wood Working Machinery Association), MTC (Ma laysian Timber Council) & EWPA (Engineered Wood Products Association).



WoodShow 2012 Key information

- Venue: Dubai International Convention and Exhibition Center.
- Location: Hall 2 and 3.
- Dates: From April 3rd to 5th.
- Timings:
 - April 3rd 2012: from 10:00AM to 6:00 PM
 - April 4th 2012: from 10:00AM to 6:00 PM
 - April 5th 2012: from 10:00AM to 5:00 PM
- Exhibition Size: WoodShow 2012 will cover a gross area of 20,000 m². The show will offer participants a qualitative range of Hardwood, Soft wood, special species, sustainable wood, finishing's, profiles, flooring, wooden doors & windows, outdoor furniture for traders, wood furniture for traders, veneer, laminates, tools, equipments, machinery, paints, chemicals.
- No. of expected exhibitors : 250+
- No of expected visitors: more than 6000 specialized trade visitors.



Visitors Statistics

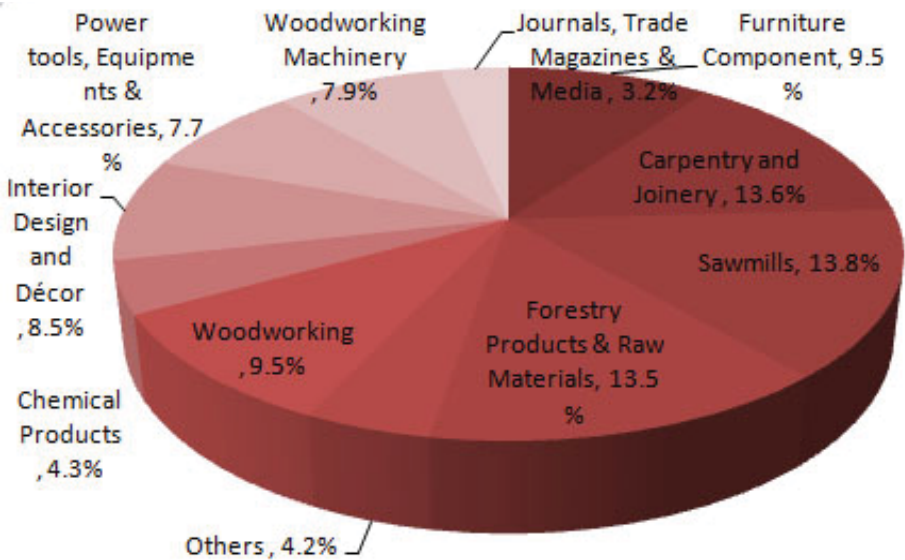
Visitors Geographical spread.

Dubai WoodShow 2011 attracted specialized trade visitors who came with a serious intention to buy at the show. Key buyers from the region and the world come to this show with focused purchasing intent and money to buy. The visitors came from countries like:

- Afghanistan
- Australia
- Belgium
- Bahrain
- Brazil
- Canada
- Costa Rica
- China
- Egypt
- England
- France
- Germany
- Greece
- Hong Kong
- Indonesia
- India
- Iran
- Iraq
- Ireland
- Italy
- Jordan
- Korea (south)
- Kuwait
- KSA
- Lebanon
- Malaysia
- Nigeria
- New-Zealand
- Oman
- Pakistan
- Qatar
- Singapore
- South Africa
- Spain
- Sudan
- Switzerland
- Sweden
- Tanzania
- UAE
- Ukraine
- USA
- Uzbekistan
- Yemen

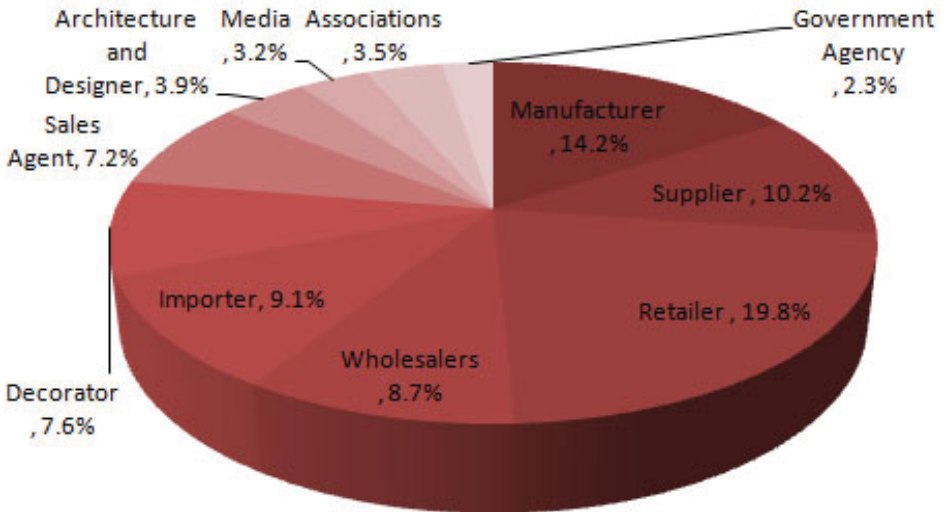
Visitors Interests

- Furniture Component 9.5%
- Carpentry and Joinery 13.6%
- Sawmills 13.8%
- Forestry Products & Raw Materials 13.5%
- Others 4.2%
- Woodworking 9.5%
- Chemical Products 4.3%
- Interior Design and Décor 8.5%
- Power tools, Equipments & Accessories 7.7%
- Woodworking Machinery 7.9%
- Journals, Trade Magazines & Media 3.2%



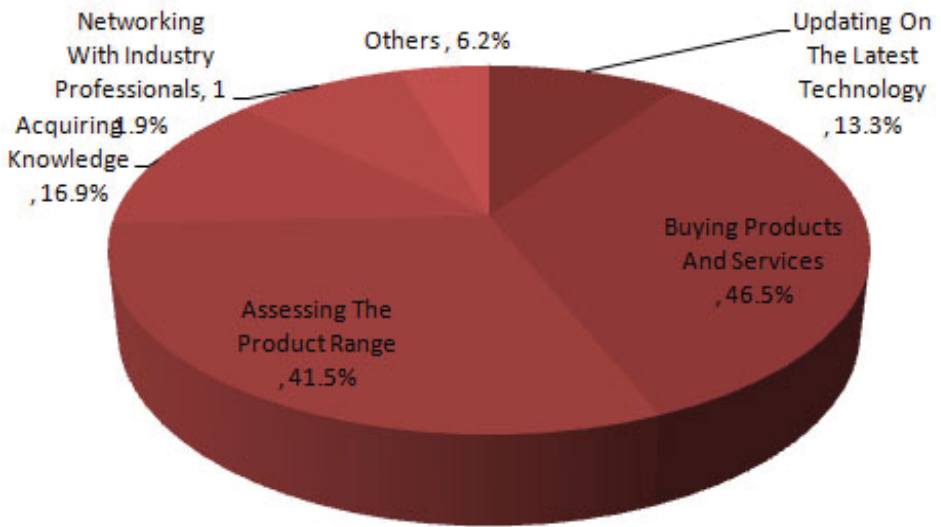
Visitors Profiles

- Manufacturer 14.2%
- Supplier 10.2%
- Retailer 19.8%
- Wholesalers 8.7%
- Importer 9.1%
- Decorator 7.6%
- Sales Agent 7.2%
- Architecture and Designer 3.9%
- Media 3.2%
- Associations 3.5%
- Government Agency 2.3%
- Others 15.7%



Visitors Target

- Updating On The Latest Technology 13.3%
- Buying Products And Services 46.5%
- Assessing The Product Range 41.5%
- Acquiring Knowledge 16.9%
- Networking With Industry Professionals 11.9%
- Others 6.2%



Exhibitors Statistics

Participating countries

- Austria
- Brazil
- Chile
- Cyprus
- France
- Germany
- Italy
- Korea (South)
- Malaysia
- Republic of Congo
- Singapore
- Syria
- Thailand
- UAE
- UK
- Belgium
- Canada
- China
- Denmark
- Gabon
- Greece
- India
- KSA
- Mexico
- Romania
- Switzerland
- Taiwan Region
- Turkey
- USA
- Ukraine



International Exhibitors: 71%

UAE Exhibitors: 29%

National Pavilions

- USA
- China
- Malaysia
- Germany
- France

Exhibitor Interaction

VENUE

1. How would you describe the Venue of DWS 2011?
Excellent: 11%
Good: 53%
Satisfactory: 36%
2. How would you rate the facilities at Dubai Airport Expo?
Excellent: 14%
Good: 36%
Satisfactory: 46%
Bad: 4%
3. What services would you like to have at the venue?
More Cafes/ Restaurants: 23%
Food Trolleys: 11%
Business Centre: 34%
Money Exchange facilities: 10%
Banking Services: 1%
Postal Services: 4%
Taxi Services: 17%

4. How many times have you participated in Dubai Wood Show?
1st time: 14%
2nd time: 14%
3rd time: 25%
4th time: 6%
5th time: 29%
6th time: 6%

5. What was the focus of your presence at the shows?
Attract potential clients: 39%
Build Rapport with existing clients: 16%
Network with companies in the sector: 13%
Expose position & strength in the market: 15%
Analyze market presence: 17%

6. How would you rate the Exhibitors Numbers this year?
Excellent: 13%
Good: 36%
Satisfactory: 51%

7. How would you rate the Visitor numbers?
Excellent: 13%
Good: 39%
Satisfactory: 48%

8. How would you rate the Visitor Quality?
Professional buyer: 80%
Traders and Agents: 19%
Passersby: 1%

9. How would you rate the organizing team in assisting you?
Excellent: 419%
Good: 40%
Satisfactory: 19%

Exhibition Services

10. Are you satisfied with the logistics services provided with the official freight forwarder.
Excellent: 13%
Good: 52%
Satisfactory: 17%
Bad: 18%
13. Please comment on the services offered by the official contractors.
Excellent: 13%
Good: 63%
Satisfactory: 24%



Exhibitor List

#

4K Building Materials LLC

A

AEC Online
Afrotrade
Al Aqsa Woodworking Tools
Al Nibras Trading LLC
Alfa Wood SA
Allwood Trading Co. FZE
Alomi Real Wood Floors LLC
Altendorf
American Hardwood
Export Council
American Hardwood Industries
American Lumber Co
American Softwood
Amsar Wood Manufacturing
Andrighetti Legnami SPA
Ante-Holz GmbH
Association of Professional
Interior Designers (APID)
Arab Asian Trade Magazine
Asia Medialine (M) SDN BHD
AsiaMachinery.net

B

Bagpress
Baillie Lumber
Balestrini
Balkans.com
Barillet

B

Bernasconi srl
Biesse Middle East
Bino(Shanghai)
Machinery Co. , Ltd
Blueprint Magazine
BNC Network
Boscus Canada Inc
Botcha Timber SPRL
Bridgewell Resources
BVENTS

C

CAD+T Middle East
Caranza Intrernational Mktg
Cefla Finishing Group
Chabros Timber Trading LLC
China Furniture &
Woodworks 2011 Dalian
China Log Website
China National Forestry
Machinery Association
China Wood Industry
(CWI) Journal
China Wood International (CWI)
China Wood-based Panels
(CWBP) Magazine
Ching Hwa Advertisement Co.,
Ltd. /Pioneer Magazine Publisher
Chiu Ting Woodworking
Machinery Co., Ltd.
Clocate.com
CNBM

cont...

C

Coral S.p.A Middle East.
Costa Levigatrici Spa .

D

Danzer Europe AG
Danzer Group
Danzer Specialty Veneers
Danzer Veneer Americas
Decision Makers TV
DFM Wood Co.,Ltd.
DLH Nordisk A/S
Dongguan Hexing Decorative
Material Co., Ltd.
Dongliang Industry Co., Ltd .
Dubai Exporters
Ducerf
Ducret
Dunhua City Zhongxin
Wooden Co., Ltd .

E

Eurochene
Eurostar Wood Import Export Srl

F

Fayek Abrasives FZC .
FlexiCAM FZE
FORDAQ
Foshan Kerunda Machinery
Co., Ltd .

F

Frank Miller Lumber
Company Inc.
French Timber

G

Gabon Special Economic
Zone SA
Gau Woei Super Hard Tool
Co., Ltd.
German Emirati Joint Council
(AHK)
German Tech Machinery
Global Lumber Resources Inc.
GoForWood.info
Golden Star Wood Sdn Bhd
Gulf Timber Company FZC

H

Hamriyah Free Zone Authority
Hangzhou Deya Decorative
Material Co., Ltd.
Hangzhou Linan Huafeng
Decorative Materials Co., Ltd .
Hans Weber Maschinenfabrik
GmbH
Hardwood States Export Group
Hermitage Hardwood Lumber
Sales, Inc.
Hess Timber
Hesse International GmbH
& Co. KG

cont...

H

Hezhou Xin Kai Hua Import
and Export Trading Co., Ltd.
Hill Wood Products
Hocker Polytechnik
Homag Group
Homag Middle East
Hugo Käempf GmbH

I

IDM s.r.l.
IFOR
Ignisterra S.A
Interholco AG
Interpro Wood Industries LLC
Interwood Taipei

J

JCT Products
Jiangsu Baolong
Electromechanical
Manufacturing Co., Ltd .
Jiangsu Yeshe Group Co., Ltd .
Jiaxing Kaochuan Woodwork
Co., Ltd.
Jindal Wood Products Pvt. Ltd .
Joubert Plywood

K

Kaiser Wood Products
KingDécor (Zhejiang) Co.,Ltd .

K

Kinglight Building Material
Trading Co., Ltd
Klausner Trading
International GmbH
Klenk Holz AG
Kretz Lumber
Kuper

L

Langfang Xingyue Wood
Industry Co., Ltd.
Leitz
Lianyungang Longyi Industry
Co., Ltd.
Ligno General Trading LLC
Linan Nanyang Decorative
Paper Co., Ltd.
Linan Xingda Paper Co., Ltd .
Loewer
Lorraine Export Bois
Luli Group Corporation Ltd.
Lunjiao Woodworking
Machinery Association

M

Malaysian Timber Council
Maxwell Wood Sdn Bhd
Mayfield Lumber Company
Metro Group(Metro MDF Co., Ltd)
Middle East Wood LLC
Minghiao
Modern Woodworks Gulf Edition

cont...

M

Mohd. Hakim Factories
Machineries Trading
Mueblequipo Magazine
Muniku General Trading LLC
Nanjing Hongluan Decorative
Materials Co., Ltd.

N

Nantong Millenary
Manufacturing Industry Co., Ltd.
Napoleon Abrasives, Spa .
Nina Co. LLC
Northland Corporation

O

Oaks Unlimited Inc.
OOD Europe Ltd.
(MyUAEGuide.com)

P

Pagnoni Impianti
Panels and Furniture MENA
Percept General Trading Co. LLC
Pike Lumber
Pingyi Jinniu Wood Co., Ltd.
Protecta Woodtech SDN BHD
PYTHA 3D CAD

Q

Qiansehai Media
Qingdao Woodworking
Machinery Association
Quebec Wood Export Bureau

R

Reholz GmbH
Rilico Singapore Pte Ltd.

S

Saleh International LLC
Schattdecor AG
Segamat Panel Boards Sdn Bhd
Serra Mazchinenbau GmbH
Shangdong Chencan
Machinery Co., Ltd.
Shangdong Qifeng Specialty
Paper Ltd.
Shandong Shouguang Furen
Wood Co. Ltd.
Sheikha General Trade
Shengyang Zhengyi
Decoration Materials Co., Ltd.
Shenyang Band Saw
Machinery Co., Ltd.
Shin Yang Wood System Sdn Bhd
Shouguang Fushi Wood Co., Ltd.
Simonin S.A.S.
SPF Precut Lumber
SR Wood Inc.

cont...

S

Suzhou Wude Wood-Based
Panels Machinery Co., Ltd.
Suba Tech Trading L.L.C.

T

Talent Decoration paper Co., Ltd.
Tanaka Engineering & Trading
Pte. Ltd.
Technoman Building Material
Trading
Teverpan MDF Levha San
Ve Tic AS
Thewoodportal
Timber Hunt / Indiaplyweb /
Wood & Panel World /
Asia WoodWeb
ToWood - Web Portal
Tradelink Wood Products
Trasam Wbrasil LTDA
Trueloc International Sdn Bhd
Turii Doors (Espee Industries)

U

UAE Contractors' Association
United Agencies

V

Venjakob
Vinterio AG
Viridis Asia Limited
Visvaja Group LLC

W

Weima Maschinenbau GmbH
Weyerhaeuser Hardwoods
Wheeland Lumber Co Inc.
Wood Component
Manufacturers Association
Wood Products International Inc.
WoodBusinessPortal.com-
B2B online International Market
for the Wood Industry
WoodWeb
Woodex Ukraine
Woodworking & Furniture
Digest
Wuxi Shenpai Wooden
Industry Co., Ltd.

X

Xinxieli Enterprise
Development Co., Ltd.
Xploringwood.com

Z

Zolotoy Kolos
Zhejiang Dilong New Material
Co., Ltd.

Supporters & Partners

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See you in 2012!



WOODSHOW

International Wood & Wood Machinery Show

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3 - 5 April 2012

Halls 2 and 3

**Dubai International Convention
and Exhibition Centre**