



WOODSHOW

Dubai International Wood & Wood Machinery Show
www.dubaiwoodshow.com

5 - 7 February 2008

Dubai Airport Expo



2008 POST SHOW REPORT

Message from the Managing Director

With the successful completion of yet another edition, the third and the most successful, my team and I would like to thank you for your participation at the Dubai International Wood & Wood Machinery Show 2008.



Mr. Dawood Al-Shezawi
Managing Director
Strategic Marketing & Exhibitions

The success of Dubai Woodshow 2008 has further reinforced its position as the definitive event for the wood and woodworking industry in the region through the wide range of products, technologies and brands, which were showcased by the local and international participants. The driving force for the growth of the show is its recognition beyond the region, as evident in the presence of global delegations from Eastern Europe, Middle East, Africa, Asia, and North America among many others, who visited Dubai exclusively for the show.

Dubai Woodshow 2008 has been the best in the series in terms of exhibitors, exhibition space, visitor turnout, and in both the number and value of deals clinched by participants, buyers and sellers during the show. The organizing team is pleased to acknowledge the success stories during the event with all participants using the region's leading trade fair as a platform to transact acquire information, update on technological developments and share knowledge.

As most of you are our recurring exhibitors and visitors, we cherish having you with us and extend our deepest gratitude for supporting us and marking Dubai Woodshow as the regions premier destination for wood business.

Many congratulations and wishing you a year of successful transactions!



Overview

Dubai Woodshow 2008, the largest wood and wood machinery exhibition in the Middle East, successfully concluded its three-day run, with exhibitors from more than 150 companies and 25 countries closing contracts worth over USD 150 million, reflecting a 200 per cent growth over last year's event. The average value of business generated within the show has increased as a result of the increased number of serious buyers, which accounted for 100 percent of the 5,000 trade visitors.

The success of the Dubai Woodshow 2008 has been the result of the stronger presence of international wood and wood working companies, which has continuously provided the show with the newest trade techniques, industry knowledge and innovative technologies. We are proud that our aim of providing a highly effective and result-driven platform for leading companies across the globe to showcase their leading-edge products has again been successfully fulfilled this year, as evident in the outstanding value of deals, which have been closed within the event.

Dubai Woodshow 2008 witnessed its strongest visitor influx to date, recording the attendance of 5000 individuals, from wood and wood machinery buyers to investors and woodworking enthusiasts, marking a 35 percent increase compared to the 2007 event.

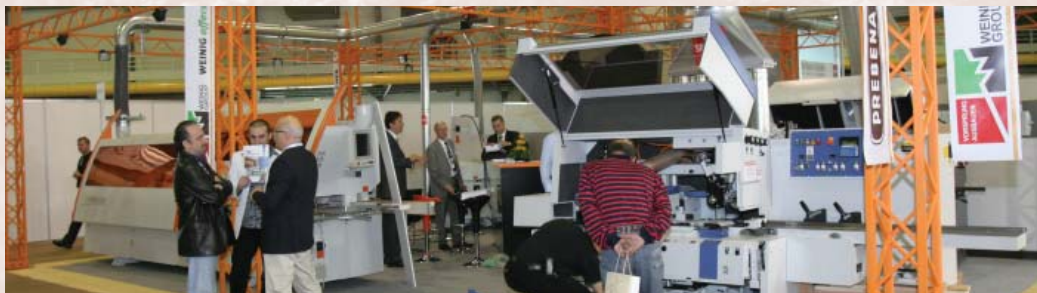


“It was a great show! We will definitely be here next year for WOODSHOW 2009.”

**Mr. Ahmad Zulfiqat, Director
Global Lumber**

Show Highlights

- ✔ This was the third and the most successful among the previous editions of the DWS.
- ✔ The show saw 150 exhibitors from 24 countries.
- ✔ The exhibition was held from the 5th – 7th of February 2008 in Central & East Halls at the Dubai Airport Expo.
- ✔ There was participation of national pavilions from Brazil, United States, Canada, Germany, Italy, Spain & China.
- ✔ 5000+ 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 and saw participation from key associations like ACIMALL, AFEMMA, American Hardwood Export Council, American Softwoods, APEX Brazil, Quebec Wood Export Bureau, Taiwan Wood Working Machinery Association & VDMA.



“Our strong presence in the Dubai Woodshow 2008 marks our third successful year in this high impact event, which has yet again exceeded its previous achievements. We were very impressed with the level of organization amidst the enormous number of delegates, which has also resulted in the exceptional exposure we have gathered from customers from the Middle East and South East Asia regions. As we push through with our plans to ship 10,000 to 12,000 cu. meters of wood every month to leverage the booming GCC construction industry, our strategy definitely includes another strong participation at the Dubai Woodshow 2009.”

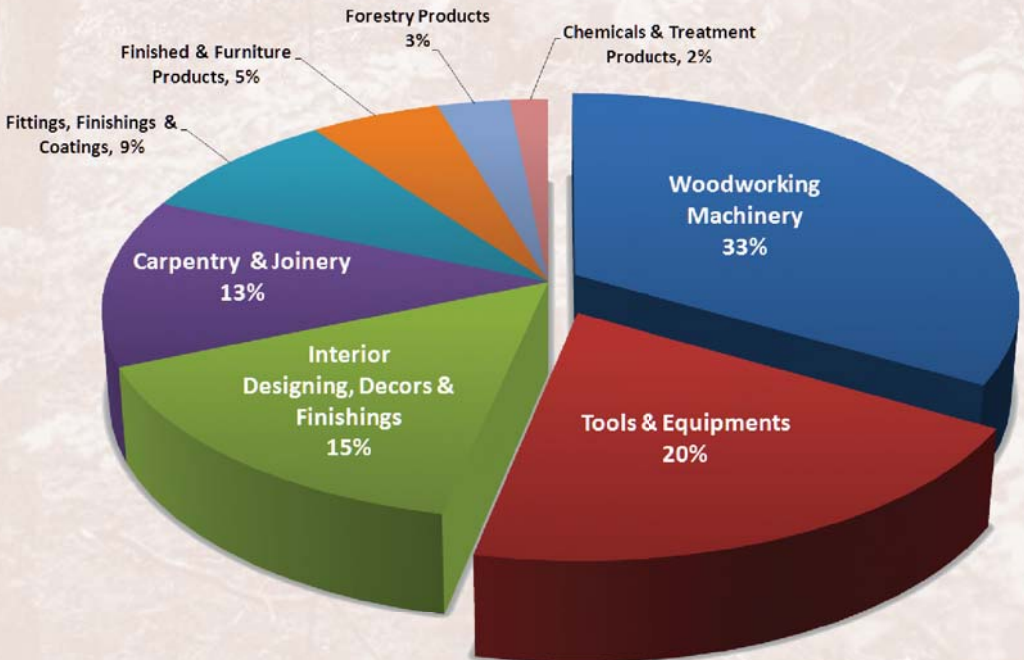
**Muhammad Amir, President
SPF Precut Lumber**

Visitor Statistics

Visitor's Interest

Dubai Woodshow 2008 attracted more than 5,000 specialized trade visitors who were knowledgeable, professionals and serious business buyers. The visitors came from 73 countries like Afghanistan, Algeria, Argentina, Armenia, Australia, Austria, Belgium, Brazil, Cameron, Canada, China, Colombia, Congo, Croatia, Cyprus, Czech Republic, Denmark, Egypt, England, Eritea, Finland, France, Germany, Greece, HongKong, India, Indonesia, Iran, Iraq, Italy, Japan, Jordan, Kenya, Kingdom of Bahrain, Kingdom of Saudi Arabia, Korea, Kuwait, Latvia, Lebanon, Libya, Malaysia, Malta, Mauritius, Morocco, Netherlands, Nigeria, Pakistan, Portugal, Uzbekistan, Romania, Russia, Singapore, South Africa, Spain, Sri Lanka, State Of Qatar, Sultanate of Oman, Suriname, Sweden, Switzerland, Syria, Taiwan, Tanzania, Tunisia, Turkey, Turmenistan, Uganda, United Arab Emirates, Uzbekistan, Vietnam, Yemen, and Zimbabwe.

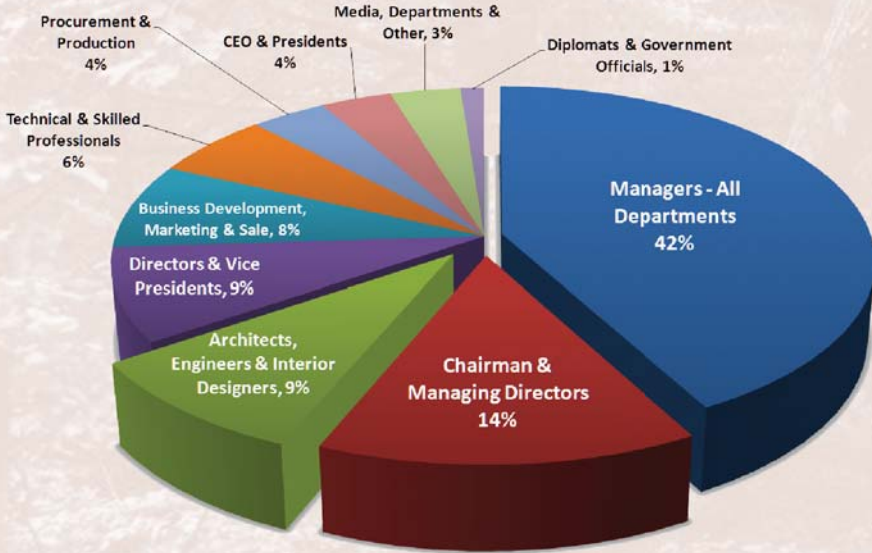
The visitor's interests were as follows:



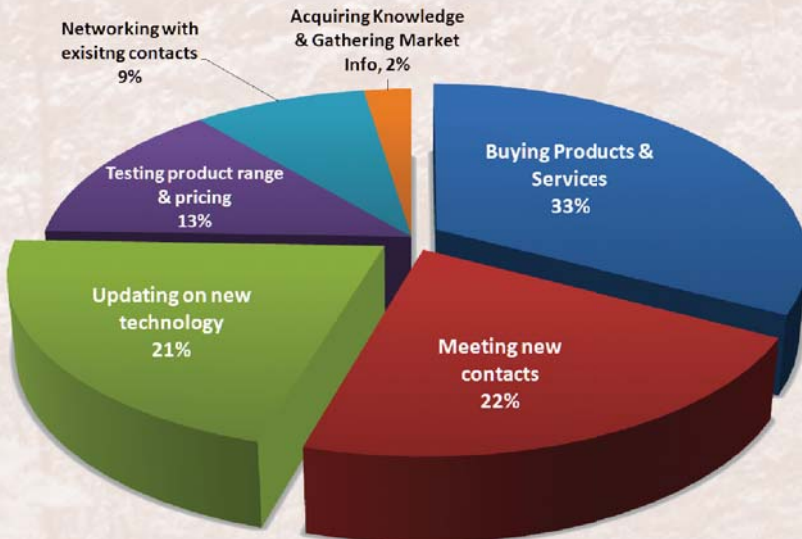
Visitor Statistics

The show also attracted only visitors who were interested in transaction or buildings relationships with exhibitors and their profiles are as follows:

Visitor's Profile



Dubai Woodshow's visitors participated at the trade fair with the following intentions:

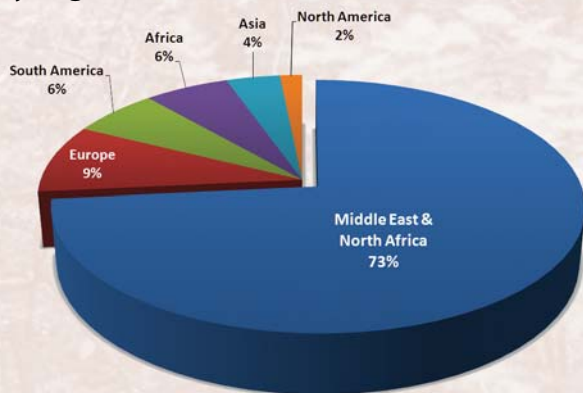


Visitors from Countries

Visiting Countries

- Afghanistan
- Algeria
- Argentina
- Armenia
- Australia
- Austria
- Belgium
- Brazil
- Cameroon
- Canada
- China
- Colombia
- Congo
- Croatia
- Cyprus
- Czech Republic
- Denmark
- Egypt
- England
- Eritea
- Finland
- France
- Germany
- Greece
- HongKong
- India
- Indonesia
- Iran
- Iraq
- Italy
- Japan
- Jordan
- Kenya
- Kingdom of Bahrain
- Kingdom of Saudi Arabia
- Korea
- Kuwait
- Latvia
- Lebanon
- Libya
- Malaysia
- Malta
- Mauritius
- Morocco
- Netherland
- Nigeria
- Pakistan
- Portugal
- Uzbekistan
- Romania
- Russia
- Singapore
- South Africa
- Spain
- Sri Lanka
- State Of Qatar
- Sultanate of Oman
- Suriname
- Sweden
- Switzerland
- Syria
- Taiwan
- Tanzania
- Tunisia
- Turkey
- Turmenistan
- Uganda
- United Arab Emirates
- Uzbekistan
- Vietnam
- Yemen
- Zimbabwe

Visitor's Distribution by Region



Exhibitor Statistics

Exhibiting Countries

The show saw a regional and international presence of 150 exhibitors from 24 countries such as Austria, Belgium, Brazil, Canada, China, Denmark, Egypt, Finland, Germany, India, Italy, Japan, Lithuania, Malaysia, Malta, Saudi Arabia, Singapore, Spain, Switzerland, Taiwan, Turkey, U.S.A, United Arab Emirates and the United Kingdom.



National Pavilions

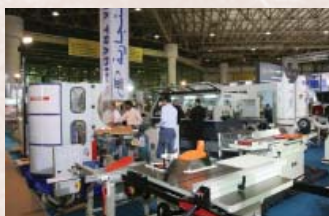
- **Canada** – 72 square meters – 8 companies
- **China** – 316 square meters – 15 companies
- **Germany** – 552 square meters – 24 companies
- **Spain** – 144 square meters – 6 companies
- **India** – 36 square meters – 4 companies
- **Brazil** – 60 square meters – 7 companies
- **Italy** – 318 square meters – 18 companies
- **USA** – 216 square meters – 21 companies

Participating Brands

- 3H Lack
- AKE
- Altendorf
- Astroflame
- Bargstedt
- Bैसे- Italy
- Berg Group - Germany
- Between
- Brandt
- Brookhuis
- BUPO Utensili
- Buffering
- Casati- Italy
- CB- Italy
- Cehisa- Spain
- Centauro - Italy
- Ceratizit
- Coral- Italy
- E.C. Ememrcih
- Erammank
- Euro Componenti
- Felder®
- Freur - Italy
- Friz
- Gamma - Italy
- Ganiga
- Gannomat
- Giardina
- Gibrn- Italy
- GmbH-Germany
- Haefele
- Holz-Her Rech
- Holzma
- Homag Gruppe
- Imperial - Italy
- Ital Press - Germany
- Jowat - Germany
- Kufo - Taiwan
- Kufo- Taiwan
- Kundig
- Kuper - Germany
- Lazzari- Italy
- Leitz
- Ligmatech
- Macmazza - Italy
- Maggi- Italy
- Nastroflex
- Omas- Italy
- Omc- Italy
- Pizzi Officine
- Polyrey
- Prebena
- Qing Cheng- China
- Qiulin- China
- Renner- Germany
- Rogek - Czech Republic
- Schumann
- SCM -Italy
- Seal Master Co.
- Simimpianti
- Sistemi
- Spanex
- Spezial Maschinen
- Steton S.P.A.- Italy
- Utensilegno
- Virutex- Spain
- Weber - Italy
- Weeke
- Weinig group
- Witox

We at United Agencies are very proud to be associated with the Dubai Wood Show since its inception in 2006. We were very satisfied with the show in 2009 and have received good response from the exhibition. We look forward to the future editions and shall continue to lend our support in the success of the show.

Neeraj Bakhru
United Agencies



Exhibitor Interactions

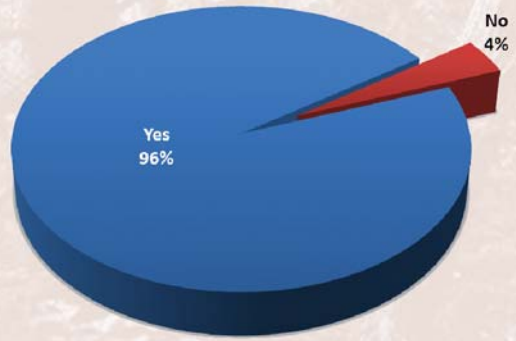
SALES

Did you close deals at the show?

- 96% said YES.
- 4% said negotiations are on.

Did you achieve your sales target?

- 92% said YES.
- 8% said they expected to.



Did you close deals at the show?

RELATIONSHIPS

Did you make valuable prospects and new business relationships?

- 88% said YES. Most exhibitors were surprised beyond expectations.
- 12% said NOT BAD, but would like to see more footfalls.

CORPORATE POSITIONING & BUSINESS OBJECTIVES

Did the show help leverage the market awareness of your product and help build the positioning your brand image?

- 83% said YES
- 17% said Not sure yet

Perfect, don't change a thing. We are still constantly receiving enquiries from people we meet at the show. I have subsequently received numerous orders as well.

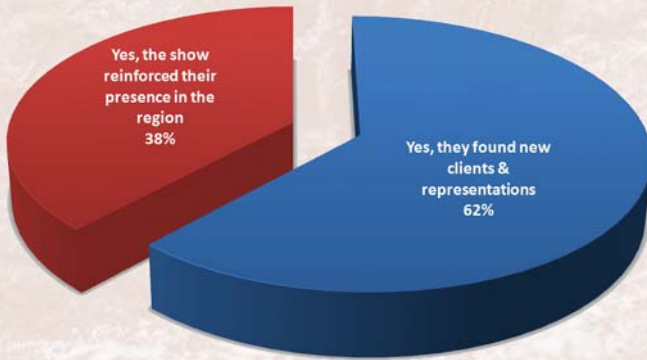
**Mr. Albert Douglas, CEO
Alomi Real Wood Works**



Exhibitor Interactions

Were business objectives achieved or advanced?

- 62% said YES, they found new clients & representations
- 38% said YES, the show reinforced their presence in the region



Were business objectives achieved or advanced?

VISITORS

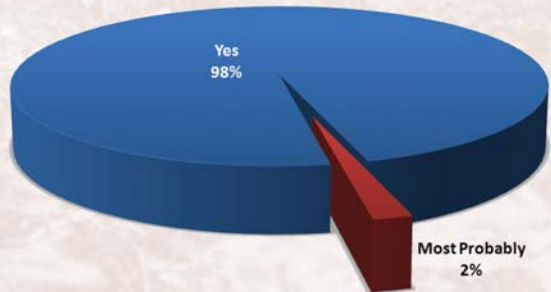
Were you happy with the quality & quantity of visitors?

- 91% said YES, they were delighted with the quality & numbers
- 9% said we could have had more numbers

FUTURE INTENTIONS

Would you be exhibiting again in the 2009 edition?

- 98% said YES
- 2% said Most Probably



Would you be exhibiting in the 2009 edition?

Would you like more space for the 2008 show or is the current space sufficient?

- 75% said YES
- 25% said they would decide shortly on that.



Exhibits at the Dubai Woodshow 2008



Acrylic, adhesives, anti-static sanding belts, automatic beam saw machine, band saws, sanding belts, beam panel saw, bedding, beech and Baltic birch, belts, blanks and knives, bleaching plants, board laminators, ceilings, chipboard, circular saw blades, circular saw, CNC machines, CNC routers, curing systems, curtain coaters, cutter head, cutting machines & tools, dimension and furniture component parts, discs, doors, drills, dust collectors, dyes, edge banders, edge glue panel, finishing machines, finishing system for doors and windows, finishing systems for assembled furniture and any kind of wooden items, finishing systems for moldings and picture frames, fire retardant systems, flat panels, flooring strips, flooring, four side planer, furniture, hardboard, hardware, hardwood, hot melt adhesives, hot melt and dispersion adhesives, hot melt glue, hot press machines, interior partitions, joinery & assembly machines, joinery, joint cutters, kitchens, lacquering line, lacquers, laminated flooring, laminated MDF, laminated products, laminates, laminating equipment, logs, lumber and boules, marine plywood, MDF, membrane press, metals, molders, mortiser chains, moulding, moulding, multi boring, nozzles, other flexible materials, painting line, paints, panel saws, panels, parquet flooring, planer knives, plywood and blockboard panels, plywood, power tools, prefab houses, primers, printed MDF, printing machines, profile cutting & forming machines, profiles, partitions, PVC or CPL, reamers, rings and rollers and multi-plywood complex flooring, roller coaters, rolls, router bits, rubber, sanding & polishing, sandling, saw blades, softwood, solid wood floorings, spindle moulder, spindle, spray system for raised panels, spraying machines, stains, surface planer, surface wood, teak planks, thick wood, thickness planer, thickneser, timber processing, timber, tropical hardwood & plywood, utensili, veneer faced MDF, veneer faces chipboard, veneer laminates boards, veneer sheets, veneer tape, veneer thread, veneer, veneering machines water resistant & decorative plywood, welding, wide belt sander, wood flooring, wood machines, wood preservatives, wood routers, wood veneer edgebanding, wood veneer laminates, wood, wooden floors, wooden windows, & woodworking machines.

Exhibitor's List

Acimall - Italian Trade Commission
Afemma
Al Aqsa Wood working Tools
Al Areen Industrial Equipment
Al Itqan Wood Works Decoration L.L.C.
Al Nibras Trading Co
Al Sayes Factories Equipment & Machinery Trading LLC
Al Shahiq Building Material Trading LLC
Alomi Real Wood Works LLC
American Hardwood Export Council
American Hardwood Information
American Lumber Company
American Softwoods
Amsar Wood Manufacturing Co
Anderson Tully Lumber
Anest Iwata - Adamallys
Arab Technical Equipment LLC
Atemag AG
Augusta Lumber LLC
Awuko Schleifmittelwerk KG
Baillie Lumber Co
Balestrieri
Biesse
Blue Steel Machinery Co
Bradford Forest Inc
CAD+T Consulting GmbH
Caranza International Marketing
Casati
Cefla Finishing
Chabros Timber Trading LLC
China Orient Management Consultancies & Exhibition Organizers
Cora Domenico & Figli SPA
Coral
Costa Levigatrici S.P.A.
Daieimokko Co Ltd
Danube Building Materials
Danzer Services Europe GmbH
Daphne
Discotel Sisal
DLH Nordisk A/S
Dubai Orient Exhibition Organizing
Durable Wood Products USA Inc.
Dust Control Systems Ltd
Eng. Fuad Mansur
Extragroup GmbH
Fayek Est for Trade and Industry
Fimac
FlexiCAM GmbH
Flury Systems AG
Foresbec Inc
Forest Wood Specialities Inc
German Timber Promotion Fund
Gilco Lumber Inc
Global Lumber Resources Inc
Guhdo GmbH
H. Heitz Furnierkantenwerk GmbH & Co KG
Hamriyah Free Zone Authority
Hannover
Hans Weber Maschinenfabrik GmbH
Haussermann GmbH & Co KG
Hildebrand Holztechnik GmbH
HVB Ostertag GmbH Laubholzsaagewerk
I.S.A.P. s.r.l
Imal
Indiana Forest Products
Interconsult FZC
Interforest Lumber
International Log & timber Erath Veneer Corporation
Italconcept
JJ Smith Ltd
Jowat Middle East FZE
Klausner Trading International GmbH
Kleiberit Klebchemie
Leif & Lorentz A/S
Leo Trading

Exhibitor's List

LEUCO Ledermann GmbH
Libra Steel Construction Co LLC
Lunawood Ltd
MAS Paints Chemicals Industry
Mastercut Tool Corp
Matson Wood Products
Mayfield Lumber Company
MB Maschinenbau GmbH
Mega Star Trading Co LLC
Modec Building Materials Trading
Mohd Hakim Machinery Trading
Mohiudeen Wood LLC
Mona Trading
Nag Hamady Fiber Buar
NHLA
Nina Company
Nudrah Industrial Equipment
Pagnoni Impianti
Paintex Coating Works
Pennsylvania Hardwoods Lumber
Supplies
Pike Lumber Company
Pozzo S.P.A
Prime Project
Pytha 3D CAD System
Quebec Wood Export Bureau
Rehau FZE
Renolit AG
Rilico Singapore Pte Ltd
Riya Enterprises
S&R (Handaq) Ltd
S.I.T.Limited
Segamat Panel Boards Sdn Bhd
SERRA Maschinenbau GmbH
Shining Diamond Building Materials
Signmart
Sindimadeira - RS
SlipCon Finishing Systems

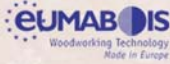
Sonoking Corporation
SPF Precut Lumber
State of West Virginia
Storti
Strongwood Timber Trading LLC
Taylor Lumber Inc
Technoman Building Material Trading
Terra Verde LLC
The Carbo Group GmbH
Timberyard LLC
Tocchio
Touch Laminates Pvt Ltd
Tradelink Wood Products
Turjawood
UAB Jures Medis
UAE Enterprises
United Agencies
United Emirates Metals & Abrasives
US Hardwoods Company Limited
Veba
Vebim NV
Vollmer Italia SRL
Wemhoner Surface Technologies
GmbH COKG
Weyerhaeuser Hardwoods
Wheeland Lumber
Yasar Ahsap
Yeli Chains Enterprise Co Ltd



Partners

We would like to thank our partners and sponsors for their valued support which has contributed significantly to the success of this edition.

Strategic Partners



Media Partners



See You In 2009!

In recognition of the overwhelming response, the organizing office has structured a 100 percent increase in exhibition space for next year's event, with the majority of the exhibitors confirming their presence at the 2009 edition of the show. The show is scheduled from **April 21 – 23, 2009** at Dubai Airport Expo. More information can be obtained from the organizer's office.



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