



INTERWOOD TAIPEI 2008 Taipei International Woodworking Machinery and Supplies Show 7.4-7.7

www.interwoodtaipei.com.tw

E-mail: interwood@taitra.org.tw

Bulletin Board



Show Dates & Hours

July 4-609:00 - 18:00
July 709:00 - 15:00



Exhibition Extra

Organizers:

Taiwan External Trade Development Council (TAITRA)
Taiwan Association of Machinery Industry (TAMI)
Taiwan Woodworking Machinery Association (TWMA)

Publisher:

Taiwan External Trade Development Council
Exhibition section 6, Exhibition Department

Tel: (02)2725-5200 ext. 2876
Fax: (02)2729-1191

Editorial:

The China Post

Tel: (02)2596-9971
Fax: (02)2595-7962
Website: www.chinapost.com.tw

Interwood Taipei opens with high expectations

The triennial Taipei International Woodworking Machinery and Supplies Show (Interwood Taipei) launched with high expectations at an opening ceremony on Jul. 4.

According to Y. C. Chao, President and CEO of the Taiwan External Trade Development Council (TAITRA), this year's event not only boasts higher international recognition compared to the previous Interwood show, but it also sets an all-time high in the number of exhibitors and booths in Interwood Taipei's history.

"[The show is an] excellent chance for the woodworking machinery and supplies firms to create business opportunities and learn from each other," Chao said in his

opening remarks.

Bill Hung, Chairman of Taiwan Woodworking Machinery Association (TWMA), agrees. "Buyers will see the best machinery and accessories Taiwan has to offer, as well as the latest and the most advanced automated machinery from all over the world. It is their products that will make this show a success," he said.

This year, the show features 182 exhibitors and 1,070 booths, a 10 percent increase compared to the previous Interwood Taipei.

The record high attendance has been indirectly aided by Taiwan's status as the third largest exporter of woodworking machinery as well as "the boundless energy and creativity of Taiwan's woodworking



machinery industry," according to Chao.

Exhibitors hail from major Taiwanese companies such as Boarke, Jun Shiau, Carpenter, Champ Fond, Leadermac, Tai Chan, and Technic. International giants from around the world such as Germany's HOM-AG and MICHAEL WEINIG and companies from Japan, Korea, Singapore, India, Philippines, and Malaysia will also be present.

Buyers such as those from SAS

GEDIMO (France), PROSAW (UK), CANTEK America (Canada), TECNOMADERAS (Guatemala), TEMSA (El Salvador), and MWM Group (Ukraine) have also been invited to attend.

The event not only features exhibitions from major companies, but it also boasts the winning entries from the recent 2008 Taipei Woodworking Machinery Design and Products Competition as well as an International Buyers Procurement Seminar that will help generate business opportunities.

Hosted by TAITRA, TWMA, and Taiwan Association of Machinery Industry (TAMI), Interwood Taipei runs from July 4 to July 7 at the Taipei World Trade Center Exhibition Hall.

French buyer visits after friend's recommendation

Taiwan has long developed a robust woodworking machinery industry. In fact, Taiwan products are so outstanding many foreign firms have recommended them to other companies.

Patrick Beley, for example, heard about Taiwan products from a friend of his, and he came to Interwood Taipei this year as a buyer.

Beley is the owner of the French woodworking machine distributor Societe d'Exploitation Etablissement Sate. The company

mostly distributes European brands, especially those from Germany and Italy.

Beley said he was impressed by the wide range of the products displayed at the show. In fact, Beley has already found several machines and has discussed business opportunities with the exhibitors.

According to Beley, Taiwan-made products are high-quality and innovative. Although they are still a notch below those made in Germany and Italy, they have found a niche in the market, he said.

Procurement meet held to connect buyers, sellers

The Taiwan External Trade Development Council (TAITRA) on the opening day of Interwood Taipei 2008 invited major buyers from around the world to a procurement meeting.

The meeting was held in order to facilitate the expansion of domestic woodworking machinery businesses into the international market and provide an information exchange platform for both buyers and exhibitors, TAITRA said.

A total of 32 international buyers joined in the procurement seminar from Bulgaria, Canada, China, Dubai, El Salvador, France, Guatemala, Indonesia, Malaysia, Namibia, Poland, Romania, South Africa, South Korea, Thailand, and Ukraine. Many of them expressed interest in a wide variety of woodworking machines and supplies, including sawing machines, sanders, drilling machines, routers, molding machines, planers, cutter



tools, and paints, according to TAITRA.

Justin Williams, a representative from Canada-based Williams & White Machine, said that he was very satisfied with the price local businesses offered, stressing that this seminar provided a great opportunity for them to better understand the local exhibitors.

Pieter Olivier, managing director of CMC Woodworking & Machinery Supplies, Ltd. from South Africa, said the abundant export experience and a high level of English proficiency have given Taiwan firms a great advantage.

CO-MATIC attracts with specialty powerfeeders

CO-MATIC Machinery Co., LTD. (Booth D709D), the world's leader in woodworking powerfeeder technology, attracted many foreign buyers at the 2008 Interwood Taipei at TWTC Exhibition Hall.

Founded in 1984, the Taiwan-based company has manufactured a wide range of fully computerized

specialty powerfeeders, such as stock feeders, arc feeders, curve feeders, track feeders, and copying feeders.

"Our products feature a high level of accuracy and efficiency," said Richard Hong, CO-MATIC's marketing manager. "Above all, we offer our clients a very good price."

Hong said that two buyers from Ukraine have placed an order for their products, which they said were a great bargain. Buyers from many other countries, including France, China, Malaysia, and Canada, also expressed great interest in their feeder machinery, Hong said.

Realizing that feeders are just part of woodworking machinery, Hong said that CO-MATIC even recommended other highly-credited domestic manufacturers to foreign buyers who were interested in purchasing other woodworking machines and supplies.

French buyer has long ties with Taiwan machine manufacturers

TAITRA has invited several heavyweight buyers to Interwood Taipei this year. One of them — Jean-Marie Simon — certainly lives up to that description. The huge, massive Simon

is the general manager of France-based M.S. DIS-Leadermac, a distributor of woodworking machines.

Simon has purchased a wide range of Taiwan-made woodwork-

ing machines over the past 20 years, and has in the process developed good knowledge of Taiwan's woodworking machinery industry.

A buyer at this year's show, Simon gave his thumbs-up for the various new models being displayed at the show. "Taiwan products were good 20 years ago, and they are still good 20 years later," he said.

Design competition results announced

The results of the 2008 Taipei Woodworking Machinery Design and Products Competition are announced, with products by Leadermac Machinery Co., Ltd. and Co-Matic Machinery Co., Ltd. recognized as excellent in the woodworking machinery category and peripheral products category, respectively. Prizes will be handed out to the winners during an award ceremony tonight. Below are the results of the competition:

| Category | Company | Product | Result |
|-----------------------|--------------------------------|---|-------------|
| Woodworking machinery | Leadermac Machinery Co., Ltd. | 4 Side-Moulder | Excellent |
| | Kuang Yung Machinery Co., Ltd. | Semi-Optimizing Cut-Off Saw | Outstanding |
| | Boarke Machine Co., Ltd. | Moving Bridge Type CNC Machining Center | Outstanding |
| Peripheral products | Co-Matic Machinery Co., Ltd. | Jointer Feeder AF114 | Excellent |
| | Leadermac Machinery Co., Ltd. | Smartset System | Outstanding |