

expobois

2012 THE WOOD INDUSTRY EXHIBITION

8 - 11 FEBRUARY 2012 • HALL 7
PARIS NORD VILLEPINTE - FRANCE

AT THE HEART OF THE INDUSTRY



ALL THE SOLUTIONS AND TECHNOLOGIES FOR PROCESSING AND ENHANCING WOOD

SANDING • PROCESSING • MILLING • FINISHING • SHARPENING • PROFILING • SAWING • ASSEMBLY



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8 - 11 FEBRUARY 2012 • HALL 7



AT THE HEART OF SOLUTIONS, ISSUES & PERSPECTIVES FOR YOUR INDUSTRY



With 300 French and international exhibitors, expected to attract 20,000 visitors, Expobois is now the benchmark show in France for the entire timber industry.

A hub for meeting contacts and sharing, a great showcase for innovation, the show is the ideal place for visitors to check out the latest, most powerful solutions in woodwork (primary and secondary processing stages) as well as exciting future developments.

Participating in Expobois also means leveraging plenty of drive in a healthy economic context!

• **A LEADING SHOW POPULAR** amongst exhibitors and visitors:

20,000 visitors
Procurement project Welcome You can't miss it
Paris Eclectic offer Contacts
Gaining insight Innovations Friendly atmosphere
Quality of visitors
300 exhibitors Equipment demonstrations



• The most **COMPREHENSIVE** nationwide **OFFER** for the timber industry

- Machinery for primary processing,
- Machinery for secondary processing,
- Tooling and tools,
- Engineering, IT,
- Wood materials,
- Environment, promoting wood,
- Controlling, measuring, quality,
- Handling, storage,
- Special equipment,
- Protective and finishing products.

• **WITH EXPOBOIS,** **BOOST** your **CONTACTS** and **SALES!**

- 50%** of visitors hold a **managerial position**,
- 70%** of visitors play a **direct role in procurement decisions**,
- 70%** of visitors state that they **come to the show with procurement plans**, of which half involve short-term planning,
- 105 contacts** on average per exhibitor, 50% of whom are new,
- 42%** of exhibitors state that they take part in the show **to make sales** and take orders.

Almost **1 in 2 exhibitors** secured deals at the show.

Sources : Expobois 2010 satisfaction survey

PRIORITY FOR DEMONSTRATIONS of your equipment and solutions!

With over a hundred machines in operation, EXPOBOIS meets the expectations of professionals, out to see, touch, gain insight and compare.

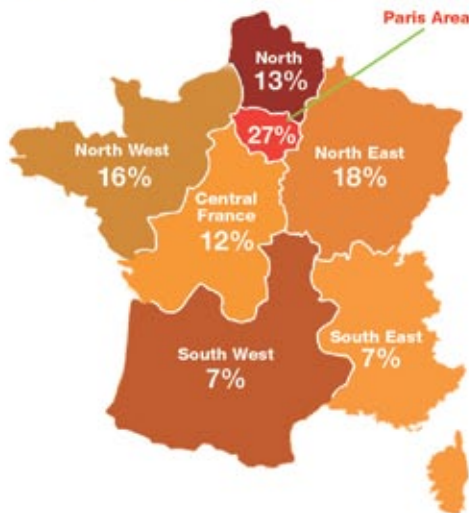
THE BIGGEST PRIORITY FOR OVER 50% OF OUR VISITORS.



PROFILE OF QUALIFIED VISITORS

• VISITORS FROM ALL OVER THE COUNTRY

73% FROM THE PROVINCES
27% FROM THE PARIS AREA



• MARKETS TO BE CANVASSED

Visitor breakdown according to market



MORE THAN JUST A SHOW, A GET-TOGETHER FOR THE ENTIRE INDUSTRY!



• A SHOW SUPPORTED BY PROFESSIONAL ORGANISATIONS AND FEDERATIONS:

Activation of member networks, relaying show info on their communication, organisation of events during the show (AGMs, steering committees etc.)

• THE WOOD INNOVATION FORUM, A SPECIAL VENUE FOR SHARING:

Conferences and debates to get the latest news and trends in the timber industry.

A TARGETED ONLINE AND OFFLINE ADVERTISING CAMPAIGN

- Over **200,000 invitations** sent to previous visitors and new targets, with regular e-mail blasts for backup.
- A **media plan** mixing printed literature and web content to reach out to all manufacturers and craftsmen across all sectors.
- **Regular press relations:** publication of studies on various themes, promotion of exhibitor's new products, newflashes during the show, press conferences etc.
- A well-developed **web strategy:** a more interactive website to leverage your content, networking, use of social media etc.



2010 EDITION VISITORS

AFNOR • AKZO NOBEL
 • ALCAN RHENALU • ALLIBERT • ARCH
 COATING FRANCE • ARIES • ASCO JOUCOMATIC • ATELIER
 DU PLACARD • BAMBOO LINE • BARILLET SCIAGE • BDF DOUINEAU •
 BERRY FLOOR NV • BERRY WOOD • BOSCH FRANCE • BOUYGUES • BRICOMARCHE
 • CHOPARD DIFFUSION • CINTRAGE BOIS MASSIF • CIRIS • CML CENTRO MACCHINE LEGNO •
 COFELY IDF ENERGIE SERVICES • COLMAN BOIS • COMPAGNIE FRANCAISE DU PANNEAU • COMPTOIR
 DES BOIS COMPTOIR FORESTIER • CONSTRUCTION NAVALE BORDEAUX • CRAM BOURGOGNE ET FRANCHE
 COMTE • DASSAULT • DE WILD BV • DECOBAT • DECOSPAN NV • DECoux DISTRIBUTION • DELCAM FRANCE •
 DESCOURS ET GABAUD • DESIGN PARQUET • DIMA CN • DIMASPORT • DOUGLAS STRUCTURES • DUBOIS MATERIAUX
 • DUCERF • ECOBOIS CONCEPT • ECOLE BOULLE • ELYO SUEZ • ENGELVIN BOIS • ENTREPRISE GENERALE DU BATIMENT •
 ESPEEL CONSTRUCTIES NV • ETABLISSEMENT AERONAUTIQUE NAVALE • EUROBILLARDS • EIFFAGE CONSTRUCTION • EUROHABITAT
 • FARGEOT LAMELLE COLLE FC POSTFORMAGE • FAURECIA • FICHET SERRURERIE BATIMENT • FINITURE SRL • FINNFOREST • FRADIN S A
 • FRANCE DECORS • FRANCE DISTRIBUTION • FRANCE FERMETURES • FRANCE POUTRES • FROMM FRANCE • FUTURAWOOD • FORUM POINT
 P • FRANCE BOIS IMPREGNES • FRUYTIER GROUP • GAMM VERT • GAMMA INDUSTRIES • GASCOGNE AFFUTAGE • GAUTHIER LAMELLE COLLE
 • GASCOGNE WOOD • GEDIMAT GEDIBOIS • GRAND PORT MARITIME DE ROUEN • GRANUBOIS SA • HABITAT BOIS CONCEPT • HABITAT CONFORT •
 HABITAT ECO INTELLIGENT • HACO TRADING COMPANY • HB FULLER FRANCE • HENKEL TECHNOLOGIES • HENRY MILLET • HESSE VERNIS ET TEINTES •
 IKEA • INTER MEUBLE • INTERFOREST • INTERROLL • ISOGLASS • JONCKHEEPE WOOD SA • JURASSIENNE DES BOIS • K PAR K • KLEIBCHEMIE • KREMLIN
 REXSON • KUEHNE NAGEL • LA CONTINENTALE DES BOIS TROPICAUX • LA CUISINE FRANCAISE • LA MAISON DU PLACARD • LA PLATEFORME DU BATIMENT
 • LAFARGE • LAPEYRE • LEROY MERLIN • LES AVIVES DE L EST • LINDEX TOOLS GMBH LIMPAC ALLIBERT • MACH DIFFUSION • MACIF • MADERAS EL REAL S L •
 MAKITA FRANCE SAS • MANI GRIP S L • MANUBOIS • MANUFACTURE DES BOIS LANDAIS • MANUFACTURE FRANCAISE DU PIANO • MANUFACTURE VOSGIENNE DE
 MEUBLES • MENUISERIE DU BATIMENT • MOBALPA • MOBILIER NATIONAL • MOET ET CHANDON MUSEE DU LOUVRE ATELIER D EBENISTERIE • MVM GROUPE PARISOT
 • OFFICE NATIONAL DES FORETS • OPERA DE PARIS • PAKERS MUSSY • PANNEAUX SANDWICH ISOSTA • PANOFRANCE • PARQUETERIE BERRICHONNE • PLASTIC ONMIUM
 ENVIRONNEMENT • PPG INDUSTRIES FRANCE • QAMA LOGISTIQUE • QUADRO • QUINCAILLERIE BOSCHAT LAVEIX • RATHEAU LBP • RAVIER SARL • RESEAU PRO • RETITECH
 • REXAM • RHD PRODUCTIONS SAS • RHONE ALPES CHARPENTE • ROUERGUE DIFFUSION SERVICES • ROUGIER PANNEAUX • RYOBI TECHNOLOGIES • SACATEC EQUIPEMENT
 • SCHINDLER • SCHNEEBERGER • SIMPSON STRONG TIE • SMURFIT KAPPA • SNECMA • SOCIETE FRANCAISE DE PLACAGE • SPIE • STELLAC OY • STILL • THYSSENKRUPP
 MATERIALS FRANCE SAS • TONNELLERIE DE FRANCE SA • TOOLTECH BVBA • TRACTEL SAS • TRANSOUTILLAGE • TRIGANO • TRUFFAUT • TRYBA • VALLOUREC PRECISION ETI-
 RAGE • VEOLIA • VINCI ENERGIES • WURTH FRANCE • XYLOTECH • YVES COUGNAUD...

Extract from 2010 visitor list

ACIMALL • ADLER-WERK LACKFABRIK • AEB SARL • AETEK • AIRCOM • AKDENIZ NAIL • WIRE CO • AKE FRANCE • ALEKER • AL-KO THERM GMBH • ALPHACAM CABINET VISION •
 ALSAFIX • ALTENDORF MASCHINENBAU • AMECA • AMLIFT • ANDRE TECHNOLOGIES • ANTB CMS FRANCE • AOB • ARDIS OPTIMISATION SOFTWARE • ASL • PANHANS • ASPIROTECH et
 SPANEX • AUWAERTER • A2C • BALJER & ZEMBROD • BALZ MASCHINENBAU • BEA • BECK MASCHINENBAU • BENZ • BERTHOLD FRANCE • BEZNER ANLAGEN-
 UND MASCHINENBAU • BIESSE FRANCE • BIGONDRIY • BIOSYNERGY • BOERE • BOIS INTERNATIONAL • BOISmag • PANO & PARKET • ARTISANS & BOIS • BOOLE & PARTNERS • BORSTEL-
 FABRIEK HOLLAND COSMA • BRAUN MASHINENVERTRIEB GMBH • BROOKHUIS MICRO ELECTRONICS • BULMOR • BÜRKLE • BUSELLATO • BV INTERNATIONAL • B.Z.H. BALJER & ZEM-
 BROD • HOLTEC • CAPE • CARDOTECH • CATHILD INDUSTRIE • CEHISA FRANCE • CENTAURO • CHAMBON-GUILLET • CHAMPREUX MACHINES A BOIS • CHARPENET INDUSTRIE • CIRIS
 INGENIERIE • CLASSEN APPARATEBAU WIESLOCH • CMC SNC • CMP BOIS • CNDB • COLOMBO ANGELO & FIGLI SRL • COMPTE R • CORAL • COSTRUZIONI NAZZARENO • CRITT BOIS •
 DANThERM FILTRATION • DEF-TEC • DEMO • DI PIU • DIETRICH'S FRANCE • DRUMONT TECHNOLOGIE DIAMANT • DRYWOOD • DUBUS INDUSTRIES • EDIT • EDITIONS VIAL • EPICAD • EGA
 SYSTEME • E.GILLET • M1TB • ELBE • ELCON MACHINE FABRIEK ELCON BV • EMMAP • EPI USINAGE • ERWIN GANNER • ESSETRE SPA • ESTERER WD GMBH • EUGENE ELLIA • EURO-
 SECHOIRS / INCOMAC • FAGIDA ENVIRONNEMENT • FCBA • FELDER GROUP • FIAN SYSTEM • FINE & BEST TOOLS • FINISHING CONCEPT PROCESS TECHNOLOGIES • FOREZIANNE MFLS
 • FREUD • SATURNE INTERNATIONAL • FREZITE SA • GANN MESS-U. REGELTECHNIK GMBH • GESCHA • GIBEN INTERNATIONAL SPA • GIRARDEAU • GIROUDON • G.M.C MACCHINE
 • GRASS • GRAULE MASCHINENBAU • GRAVIER AFFUTAGE • GRECON • GRIGGIO • GROUPE LOGIN SOLUTION • GRUSS FILTRATION • HABERT JM WOODTEC FANKHAUSER • HAWA
 MACHINEN GMBH • HB FULLER FRANCE • HEESEMANN • HESS MASCHINENBAU • HÖCKER POLYTECHNIK • HOFFMANN FRANCE • HOFMANN MASCHINENBAU • HOLTEC • HOLZ HER
 • HOLZ PROFI FRANCE • HOLZHER REICH VERBINDUNGSTECHNIK • HOMAG FRANCE • HPC • HUBTEX FRANCE • HUNDEGGER, HANS, Maschinenbau GmbH • IMAS AEROMECCANICA
 SRL • IMP.A.C • INFOTRONIC DIVISION MECCANICA • INRS • IOMUS OY • ISELI • CO AG • ISOCELE • ITECH • JANSER SAS • JARTEK • JJ SMITH LTD • JORG ELEKTRONIK GMBH
 • JOULIN AERO • JRMAC AG • KALLFASS GmbH Maschinenbau Plus Automation • KAZI-TANI • KNAPP • KRONSEDER TROCKENTECHNIK • KUNDIG • LAP LASER APPLICATIONS
 • L'ATELIER BOIS • LBL BRENTA CD • LCCB • LE BOIS AUTOMATISE • LEADERMAC MACHINERY CO LTD • LEITZ LEUCO • LINCK HOLZVERARBEITUNGSTECHNIK • LOEWER • LUREM
 • MAB POWELS • MACH DIFFUSION • MAKA MAX MAYER MASCHINENBAU GMBH • MANUPAC • MANUT LM • MAQUINARIA DISBER • MARTIN MASCHINENBAU • MASPELL
 WDE SECHOIRS SOUS VIDE • MASTERCAM • XYLOCAM • MASTERFLEX • MASTERWOOD SPA • MAUCHAMP PIERRE SAS • MB MASCHINENBAU • MD BAT • MEBER • MEBOR
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 SOFTWARE • MODAG • MONNIER • MS DIS • LEADERMAC FRANCE • MTI • MUDATA • MÜHLBÖCK HOLZTROCKNUNGSANLAGEN • MVM / ATN • NABUURS DEVELOPING
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 PINOMATIC OY • PRIMULTINI • PRODECO SRL • PROLOGIC-INC PROTOOL • QUICKWOOD • RBD JAGUAR • RBE • REGULA INDUSTRIES • REINBOLD • REKORD
 • RENAUD MACHINES A BOIS • REX ALMABOIS • RHONE PLACAGES ET COMPOSANTS • RLS DELTA NEU • ROBLAND • SAC SPA • SACATEC EQUIPEMENT •
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 • TACT CONSEIL • TARTERET PHILIPPE SA • TAVAPAN SA • TBM / VECOPLAN • TD SYSTEM TENONNEUSES DOUBLES • TECHMAN
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 VAI SRL • VALON KONE OY • VDS • VEBA MECCANICA • VEISTO GROUP • VELA VEB FRANCE LOVATO • VIET
 SPA • VINCENT BLEESZ INTERNATIONAL • VBI • VIRUTEX FRANCE • VISCAT FULGOR SRL • VOLLMER •
 WEIMA MASCHINENBAU GMBH • WEING AG • WEMA PROBST • WINTech • WINTERSTEGGER •
 WOOD MIZER • WOOD SURFER • WTT A/S • WOOD TREATMENT TECHNOLOGY • ZENO-
 ZERKLEINERUNGAMASCHINENBAU NORKEN • ZIWO AG STAPELAUTOMA-
 TEN • ZM TECHNIQUE POUR BOIS SA • 2020 TECHNOLOGIES
 3E FRANCE

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