



KÄRNTNER MESSEN  
KLAGENFURT



*International*  
**Wood  
Fair**  
*Klagenfurt/Austria*

International  
Trade Fair for  
» Forestry  
» Sawmill Technology  
» Timber Construction  
& Timber Products  
» Joinery Machines  
Equipment  
» Transport &  
Logistics  
» Bioenergy

30. august-2. september <sup>2012</sup>

From the  
forest to  
solid wood  
processing

*International*

# Wood Fair *Klagenfurt*

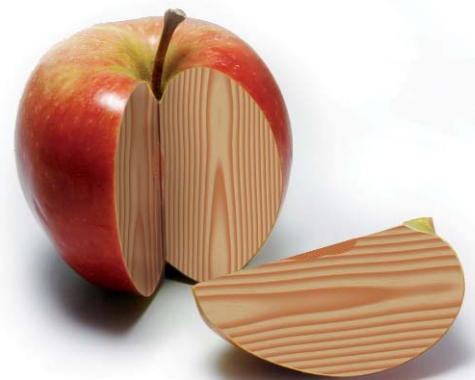
The leading industry platform in Central and South-East Europe

There's no holding back the positive dynamics of the "International Wood Fair Klagenfurt"! More than 22.000 trade visitors came from Central and South-East Europe to attend the 51st edition of the International Wood Fair in 2010 where 452 exhibitors from 22 nations exhibited their goods.

Trade visitors from all point to the unique profile of the **International Wood Fair Klagenfurt**. Nowhere else but Klagenfurt is the entire value generation chain presented from "the forest to the processing of solid wood".

To continue and expand the successful concept, a **timber construction exhibition** and the **Austrian Timber Construction Day** will for the first time be held parallel to the International Wood Fair in 2012.

**The "International Wood Fair Klagenfurt" is the optimum sales platform for Central and South-East Europe!**



# FOCAL AREAS of the International Wood Fair

## Forestry

### Exhibition sectors

- » Siviculture and forest area management
- » Forest road construction and maintenance
- » Forestry service providers
- » Forestry tools, occupational health, safety and accident prevention
- » Wood harvesting techniques
- » Wood measurement and IT
- » Research, consultancy, apprenticeship and training
- » Forestry associations and game management

### Target visitor groups

- » Forest managers
- » Woodland owners and tree farmers
- » Forest operators
- » Road owners and timber hauliers
- » Firewood trade
- » Apprenticeship (employees in forestry training centres)
- » Civil servants (national and regional authorities)
- » Forestry students
- » Cooperation (e.g. forestry management associations)

### Our partners – jointly achieving success on the market

- » Austrian Federal Ministry of Agriculture, Forestry, Environment and Water Management
- » Austrian Chamber of Agriculture
- » Chamber of Agriculture and Forestry in Carinthia
- » Chamber of Agriculture and Forestry in Styria
- » Economic Chamber of Austria
- » Vienna University of Natural Resources and Applied Life Sciences
- » Ossiach Forestry Training Centre

### Programme

- » 35<sup>th</sup> International Forestry & Wood Symposium (with English/German simultaneous translation)
- » Tree Farmers' Day (international)
- » International Chopper Path



## Sawmill Technology

### Exhibition sectors

- » Sawmill engineering
- » Cutting systems
- » Round timber storage mechanisation
- » Barking machinery
- » Plant surveying
- » Wood drying technology
- » Planing, dovetail jointing, gluing and pressing
- » Loading, hoisting and handling equipment
- » Tools, maintenance and accessories
- » Mobile sawmill equipment
- » Computer-aided optimisation solutions
- » Trade organisations, training, research and development

### Target visitor groups

- » Large sawmills (owners, managers and skilled staff)
- » Medium-sized and small sawmills (owners and managers)
- » Timber trade, brokers/buyers and hauliers
- » Processors of softwood and hardwood, glulam manufacturers
- » System and full line suppliers

### Powerful partners attract many visitors!

- » European Organisation of the Sawmill Industry
- » Federation of the Austrian Wood Industry – sawmill industry group
- » Federal Body of the Timber and Building Materials Trade
- » Federation of the Slovenian Wood Industry
- » proHolz Austria

### Programme

- » International Timber Day (with English/German simultaneous translation)
- » Workshops & seminars



# FOCAL AREAS of the International Wood Fair

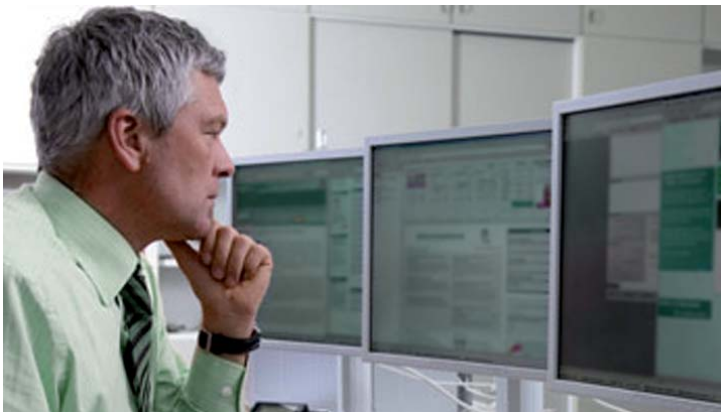
## Transport and Logistics

### Selection of product groups

- » Vehicle and trailer construction
- » Tractor trucks
- » Forklifts and other handling equipment
- » Storage technology
- » IT networks
- » Service providers for road, rail, ship

### Target visitor groups

- » Wood trade
- » Wood industry
- » Forwarding agents
- » Hauliers
- » Wood service providers



## Bioenergy

### Selection of product groups

- » Energy sources
- » Small power stations
- » Screening and size-reduction technology
- » Combustion and environmental technology

### Target visitor groups

- » Wood-processing firms
- » Firewood trade
- » Foresters
- » Contractors

### Our partners – jointly achieving success on the market

- » Austrian Chamber of Agriculture
- » proPellets Austria
- » Austrian Biomass Association

### Programme

- » Wood Energy Congress



# TIMBER CONSTRUCTION TRADE FAIR

## Timber Construction and Timber Products

### Exhibition sectors

- » Timber construction systems, innovative assembly and jointing methods
- » Wood processing, joining, hand tools
- » Timber products, wood materials, supplied components
- » Insulation, sealing, soundproofing systems – solutions and components
- » Dry construction and installation
- » Computer-aided organisation and management technology
- » Wood architecture and trade organisations
- » Research, training and apprenticeship
- » Occupational health, safety, fire and accident prevention
- » Consultancy, insurance and financial services

## Joinery Machines and Equipment

### Exhibition sectors

- » Tools
- » Machinery
- » Occupational safety and workwear
- » Timber materials

### Target visitor groups

- » Master builders
- » Master carpenters, skilled carpenters, prefabricated house producers
- » Architects, planners, design engineers, building contractors
- » Wood industry, woodworking trade, dry construction, floor layers
- » Timber trade, timber markets, DIY markets
- » Joiners
- » Roofers

### Powerful partners attract many visitors!

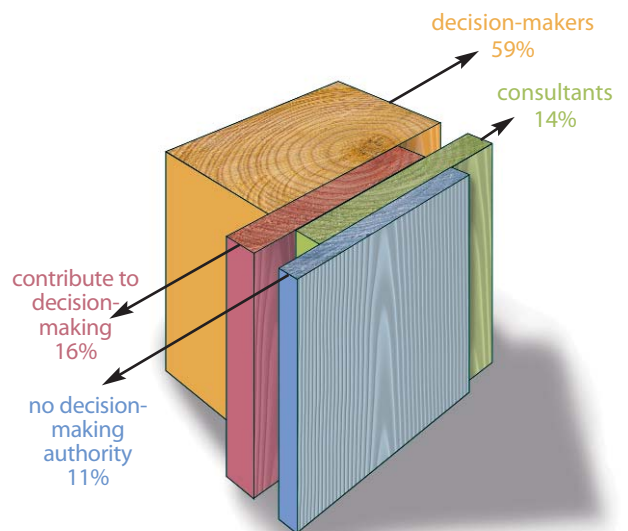
- » Federal Association of Austrian Master Carpenters
- » Federation of the Austrian Wood Industry
- » Federal Body of the Timber and Building Materials Trade
- » proHolz Austria
- » Carinthian Timber Construction Guild
- » Carinthian Joiners' Guild
- » Napoleonstadl – Carinthia's House of Architecture
- » Trade federations in Italy and Slovenia

### Programme

- » Austrian Timber Construction Day
- » South Austrian Timber Construction Day
- » Timber Construction Triathlon
- » Workshops & seminars

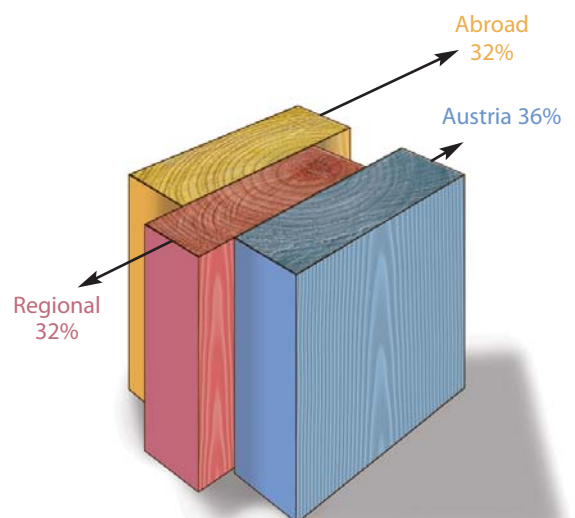
## FAIR FOR DECISION MAKERS

The International Wood Fair is visited mainly by decision makers. The fair is a distribution tool without any coverage waste.



## INTERNATIONAL INDUSTRY PLATFORM

The International Wood Fair lives up to its name. 32 % of trade visitors come from abroad.



# ADVERTISING & PUBLIC RELATIONS

## We support your success trough:

- » Press conferences, press releases, advertisements and PR articles in trade magazines both in Austria and abroad
- » European Journalists Forum with 41 trade media from 16 nations parallel to the Wood Fair
- » Direct marketing: target group-specific invitations to over 50.000 people in the trade in Austria, Southern Germany, Switzerland, Northern Italy, Slovenia, Croatia, Bosnia & Herzegovina, Serbia, Macedonia, Hungary, Slovakia, Romania and Bulgaria
- » Advertising through the Austrian chamber of commerce's foreign trade agencies
- » Posters and banners
- » Free admission tickets for your key customers...  
...and lots more!

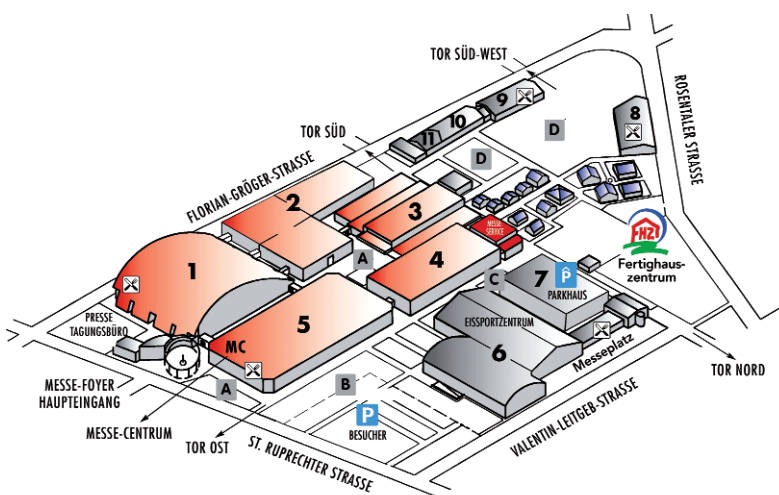


## Facts & Figures 2010

Exhibition space  
46.000 square metres

Exhibitors  
452 exhibitors from 22 nations

Visitors  
22.000 visitors (every third visitor from the industry came from abroad)



## Projektteam



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