



the Biesse news

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Woodtech 2015

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Chennai Trade Center

LIGNA 2015: Outstanding edition!

Quick link to the contents

- Think4ward: Ligna 2015 post event cover
- Biesse India's footprints across the globe
- Biesse Asia gets a new showroom in Kuala Lumpur
- Nesting Day event organised at Biesse India
- Made With Biesse: Hatil Complexes Ltd, Dhaka

Dear Readers,

LIGNA 2015 saw over 96,000 trade visitors at Hannover this year which was announced during the closing press conference of the exhibition. LIGNA 2015 was an outstanding event for Biesse. Compared to the 2013 edition, Biesse saw a 20%

substantial increase in the number of companies that registered at the booth, coming from Germany, Eastern Europe, Northern Europe, Russia and United States. We experienced the best result ever with a 63% increase of order intake compared to 2013.

We are very satisfied and proud to have proved that we are able to support our customers' competitiveness with our software and automation for the era of the 4th industrial revolution which is to: be innovative, leader, cutting edge, look at the future, progressive, continuous improvement.

Among the many news Biesse launched at LIGNA the Opera R, a unique and revolutionary robotic sander which grabbed the attention of the visitors, also new technologies like the Stream A automatic throughfeed edgebanding machine for our customers. All this can be summarized in one word:

Think4ward – a concept that enshrines the soul of Biesse Group: innovation, technology, future.

Thank you!

Stefano Bottene

Director - Sales & Marketing

BIESSE INDIA

Think4ward



Post event cover

LIGNA 2015: An outstanding edition!

The 2015 edition of Ligna, the most important exhibition in the wood processing sector, saw over 96000 visitors from all over the world. Biesse participated with a stand spanning over 3,900 sqmt, showcasing large-scale systems for the management of integrated industrial production and innovative automation systems.

"If you had the chance to visit our booth you noticed Think4ward has been the Biesse motto for this show. Think4ward was the concept which animated the entire team since the beginning of the project. It was a great challenge for our company: we almost doubled the space compared to the previous edition, we decided to show the latest technologies both for big industrial plants and for smaller companies, as well as a comprehensive range of software." – stated **Mr. Raphaël Prati**, Marketing and Communications Director.

As stated by our **Group General Manager Mr. Stefano Porcellini** - "we experienced the best result ever with a 63% increase of order intake compared to 2013. We are very satisfied and feel proud because we proved that we are supporting our customers' competitiveness with our software and latest automation for the era of the 4th industrial revolution".





LIGNA 2015: Event highlights of Biesse

The stand's highlights include the **Batch One process**, which supports the sequential processing of different panels - depending on production needs - with zero set-up time and maximum production optimisation.

In the **blab** laboratory, software innovation met artistic genius, creating products with high design content, such as the Programmable Table, developed in exclusive collaboration with Woodskin and MIT (Massachusetts Institute of Technology): an example of innovative, self-assembling furniture. This prototype, showcased at Milan's fuorisalone in co-operation with Biesse, was created using an Excel processing centre.

Lago, an innovative Italian design brand, exhibited the **36e8 bookcase** and the **Air Wildwood Table**, two examples of creativity and a modern interpretation of the interior design language which are made using Biesse technology. **Maton Guitars**, a global leader in guitar manufacturing, has chosen Biesse to achieve maximum creative freedom in the production of its instruments.

All this is possible thanks to **bSuite**, which seals the bond of machine and creative genius thanks to a co-ordinated set of advanced software tools that enables anyone to access the most cutting - edge technologies. The six modules, all seamlessly integrated with each other, were developed to meet any manufacturing requirement, from designing through to planning, simulation, execution and site management up to data analysis.

All this can be summarized in one word: Think**4**ward – a concept that enshrines the soul of Biesse Group: innovation, technology, future.



Biesse India's footprints across the globe

Biesse India exported the first Rover S FT Nesting Cell and Blaze 120 Hot Press machines on 27th of June 2015 to Australia and the United States. There was a great sense of celebrations among the CNC & Blaze assembly team members who proudly posed with the machine before it was rolled out of Biesse's facility in Nelamangala.

The export of Rover S FT CNC machine is an important milestone for Biesse India. It is the first full nesting cell (machine with loading and unloading units), made in India for the ever demanding global markets. Biesse India has already rolled out more than 3000 machines from the facility in Bangalore, India, which are now present across more than 30 countries.

CNC Assembly Team - Biesse India



Over the years Biesse India has developed its competencies to conceptualise its customer's needs on their design stations and roll out the most innovative and value added products.

The manufacturing operations in the facility are vertically integrated to give physical shape to the designer's output through advanced technological processes there by ensuring consistent quality and reliability of every single component that goes into the products.

The machine bases / frames and the other main components are totally fabricated and machined in-house. But some of the critical components like Electrospindle and Drives are sourced directly from HSD (Italy), which is another subsidiary of Biesse Group. This ensures that the machine produced in India carry the same quality for which Biesse is globally known for.

Biesse India service team supports its customers spread across the globe with a dedicated team of experts for machine Installation, Hotline support, Service and Spares support.

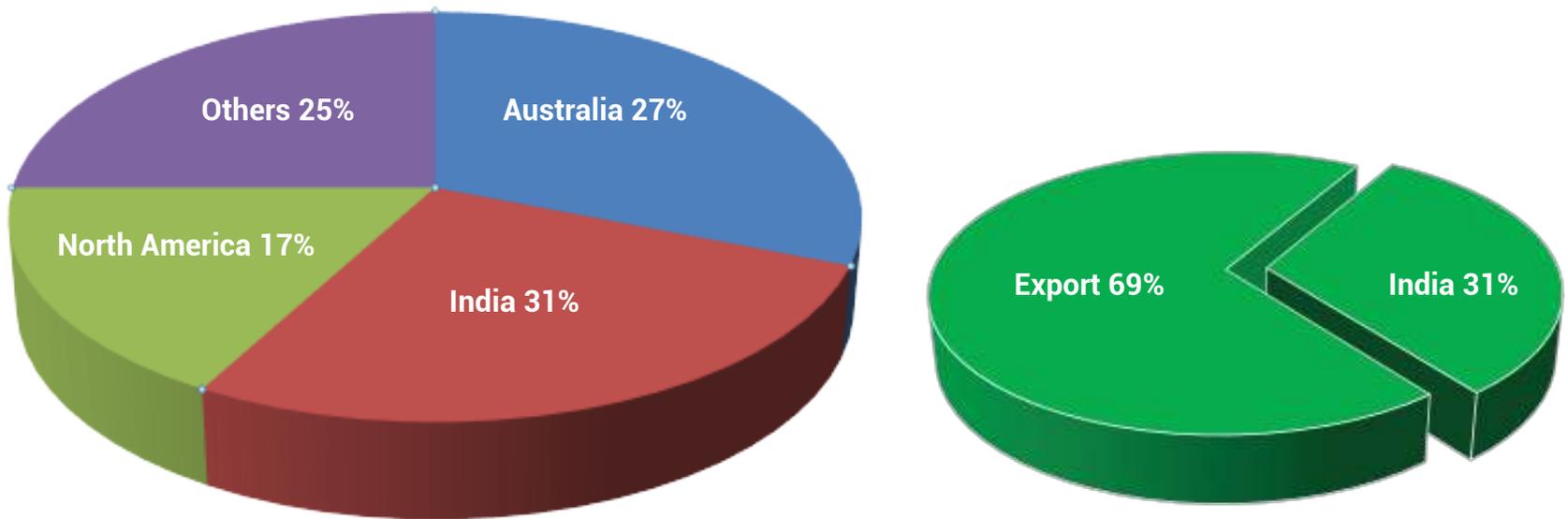
Blaze Assembly Team - Biesse India



Aerial view of Biesse facility in Nelamangala, Bangalore

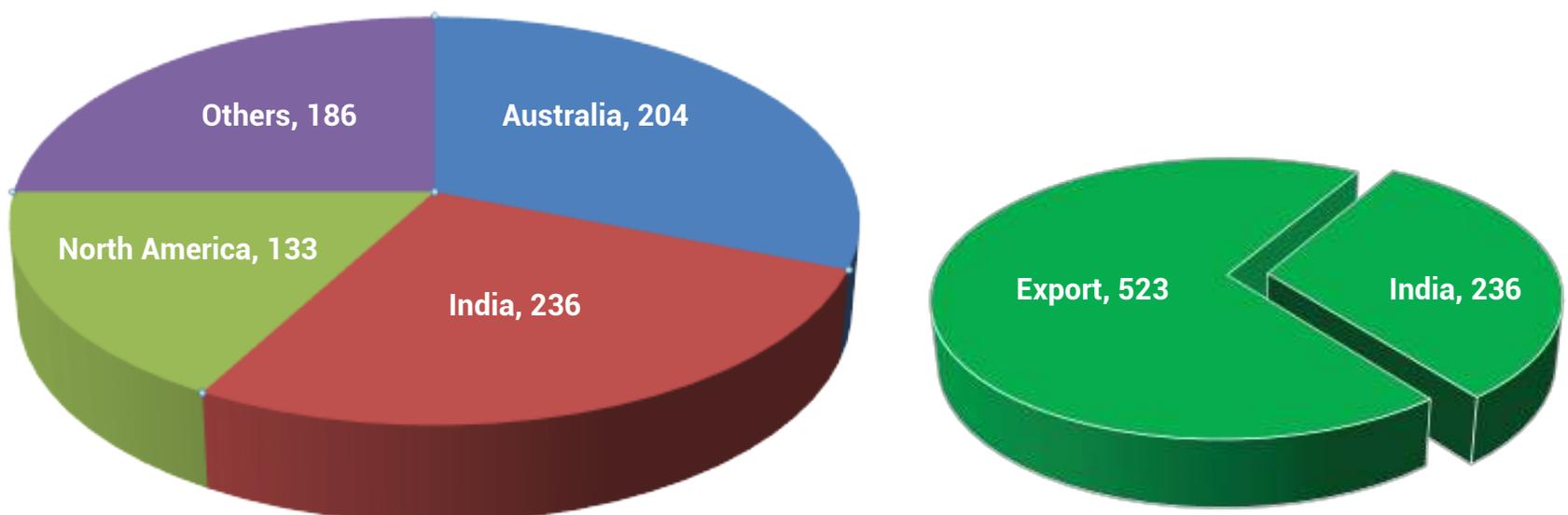
Biesse India's footprints across the globe

It has been 7 years since Biesse India was set-up in Bangalore to develop and manufacture world-class woodworking machinery to serve the technological needs of 70% of its customers who are spread across more than 30 countries. The below image is a graphical depiction of the overall comparison of domestic and export sales.



Biesse India worldwide sales in 2014 (%)

The global spread of the products is complementing the national initiative for "Make In India" - A modest step but certainly reinforcing capabilities of Indian engineers to Design, Develop and Offer technologically advanced solutions to the most demanding customers in developed countries across the globe. With more than 3000 machines already manufactured with the existing facilities, we are adding an additional 2,00,000 sqft of manufacturing facility in Makali, Bangalore by the end of next year. This facility will meet the production requirements of upto 1500 machines in a year.



**Biesse India worldwide sales in 2014
(Number of Machines)**

Biesse Asia's new showroom in Kuala Lumpur

Biesse Group has always been characterized by a strong technological vocation that has made innovation its strong point. Starting with this, coupled with a solid organizational structure, we are now undergoing an ambitious growth plan that has the products and network at our focus.

A brand new office and the largest showroom in Asia. In a total space of 4,500 sqm the new location is strategically located at only 30 minutes away from the Kuala Lumpur International Airport, allowing customers to fly in and out within the same day to personally test the operation of each machine on display in the 1,800 sqm showroom, with 13 technological solutions on display, a dedicated area for software, and a corner for finished products.



Mr. Campetella Managing Director of Biesse Group Asia, on sharing the organization's vision, said, "The Asian market is currently one of the most interesting markets, characterized by higher growth rates and opportunities to seize. Today we are here in KL to confirm our commitment, to share our plans for development and growth in this important market and the desire to make the most of its great potential. The inauguration of this new facility represents the significant step towards achieving greater targets

than before. Before, we had to explain about the machines from a laptop or a brochure. Now, the showroom has changed this because customers can touch, test and experience the machines and the latest technologies."



Nesting Day organised at Biesse India on 27th June

Biesse India recently organised a 1-day event in its facility in Bangalore to promote and educate the Nesting based modular furniture manufacturing technology to its customers. This technology is very popular in Australia and western countries, because of its ease and production flexibility.

Nesting is the term which is derived from the word 'nest', which means placing a group of parts close to each other in order to optimize the space utilisation. This technology is already used in several industries such as plastics, leather and metal, where the cut can be performed with different ways like routing tools, laser, water jet etc.



The event received very good response with visitors from kitchen and modular furniture industries from all over India, attending the seminar to learn about Nesting technology and its applications. The seminar featured a detailed technical presentation followed by demonstration of latest software and its crucial role in the production process. A live demonstration was conducted on **Rover S FT Nesting Cell** which is completely developed and manufactured in India for the global markets.

The feedback from the visitors about this process was very positive as the Nesting process eliminates the pre-sizing operation and combines the sizing with routing and drilling on a single machine. Due to this the additional process of material handling of the machined components at various stages of production process is not required ensuring least human errors and hence quality of the finished products is better and consistent.



The nesting operation is performed automatically by a CAM software that combines and optimizes all the necessary geometries out of a single board.

This event will be organised once in every 2 months at Biesse India for our customers to stay in tune with the global trends in manufacturing technology





ROVER S FT

Nesting cell technology

Rover S FT is the new gantry type machining center from Biesse, designed for Nesting applications of wood and wood based materials, plastic based and non ferrous materials.

- ✓ **Panel loading and unloading solution**
- ✓ **Maximum productivity, minimum footprint**
- ✓ **High processing flexibility**
- ✓ **Machine customisation depending on different production requirements**



Rover J GFT CNC Router

Hatil Complex Ltd
Dhaka, Bangladesh

Hatil traces its root in H.A. Timer Industries Ltd., a company established in 1966 by late Al-Haj Habibur Rahman. Following the avenues of H.A. Timber, Hatil was established in 1989 by Selim H Rahman, a well known veteran and visionary leader in the furniture industry of Bangladesh.

Hatil's 47 years of accumulated experience in wood processing and furniture manufacturing ensures that Hatil furniture are aesthetically pleasing, functionally superior, and durable.



1. What were the productivity/operational issues you were facing before going with Biesse machines?

We had problems with productivity output of carving jobs mainly for doors. It was a time consuming process to get the job done through workers with high labour charges. Moreover there was no consistency in the jobs being executed.

2. Were the results from Biesse machines satisfactory?

Yes, now our jobs are done efficiently and quickly. This

also gives us flexibility to create new designs for our furniture and doors. Now we know we can produce any design we want.

3. What exactly did you like the most about your Biesse machine?

These machines work without any trouble continuously, durable and robust. The dust extraction system is good and the aluminum base is very suitable to work with.

4. Would you recommend Biesse products / services and if yes, why?

Yes, because we feel it is a reliable brand, good quality machines, good after sales service and they have local agent to take care of us. They support us quickly whenever we call them.

5. Do you have any other benefits you want to mention, or anything else to add?

They have good range of advance machines. So, we can take their support when we want to upgrade our production line.

