



"This year the Hanover *Ligna* provided 1,765 exhibitors with 130,000 net square metres exhibition floorspace, again confirming its reputation as an international trade fair for new products and services. Hanover is the best place for business contacts, and generating new business with innovative products. Exhibitors put their money on *Ligna*, and they were quite right to do so. Both during and after the fair, they spoke of having done excellent business. This year's *Ligna* gave a boost to the international forestry and timber trades. The sector has picked up speed. The visitor survey confirmed that this fair is unique with respect to full coverage, international participation and presence of the market leaders."

KATARIINA ROHRBACH,
Deutsche Messe AG



"We were very content with the results of *Ligna 2011*. Foreign visitors came to us this year with very specific requirements. In particular, we were delighted that the jury of experts awarded first place to our fast-change colour system at the 18th New Products Symposium. Following receipt of the iF Product Design Award, Venjakob an award for technical expertise in its design of the new Ven Spray Perfect paint spray system."

CHRISTIAN NÜSSER,
Chief executive Venjakob



"*Ligna 2009* took place in the shadow of a general international economic crisis and so the results then fell short of our hopes. Now, the position has reversed and our high expectations for *Ligna 2011* were exceeded by a useful margin. We found fair visitors much more prepared to invest. Thanks to the innovative presentation of, for example, our high-gloss surface treatment processes, we have been able to initiate a good number of new deals. The large international visitor contingent has considerably boosted our export prospects."

KLAUS BECKER-WEIMANN,
Chief executive and co-owner Kleiberit
Klebstoffe Klebchemie

LIGNA 2011: EXCELLENT POST-FAIR EXHIBITOR FEEDBACK

CLEAR BUSINESS UPTURN

Industry has started to invest again – that much was quite clear at *Ligna 2011*. However, this year's exhibitors did not just revel in their sales figures. They also remarked upon the higher quality of trade visitors and greater numbers of decision-takers. As at any trade fair, one objective is for buyers to obtain the latest technology at the most attractive price; but in addition, this was the occasion for a leading international trade fair to prove how vital it is to the industry it serves.



"A trip to Hanover is always worthwhile! We proved this once again in 2011. Quite clearly, *Ligna* has again reinforced its position as the world's leading trade fair for this industry. On our stand we registered very many international visitors, high visitor quality and many more decision takers. Our motto at the fair was Making more out of wood, which proved to hit the bullseye, because it meets both the demand and direction of market travel. Weinig serves this market with a complete range of machinery, systems and services, and was rewarded in Hanover by significant demand and good sales. Quite clearly, customers like the fact that our high quality products are efficient, economic, and meet their individual requirements."

KLAUS MÜLLER,
Head of marketing, Weinig



"To sum up our view of *Ligna 2011*, I can say we were completely satisfied with the arrangements and the results. As compared with the record year of 2007 we made clear progress with orders up about 20 percent; as compared with 2009 when sales were up almost 50 percent. Our stand stood under the motto Homag City – The Woodworking Metropolis, and proved to be major attraction for the public. We had many innovative products both for furniture manufacturers and building construction components. Overall, *Ligna 2011* proved to be totally worthwhile for the Homag Group, our existing and future customers!"

JÜRGEN KÖPPEL,
Board member, Homag



"*Ligna 2011* was an outstanding event for Siempelkamp in two respects. Firstly, our decision to focus our new products on the efficient use of resources was exactly what customers want. Customers are open to anything that will achieve a clear reduction in the quantities of materials and adhesives required. Secondly, we were pleased at both the number and quality of customer contacts at the fair. Just about all our customers from the boom markets made their way to our stand. We had fruitful discussions about new products for the wood materials industries, which promise to result in good business for 2011 and beyond."

DR. DIETER SIEMPELKAMP &
HANS W. FECHNER,
Advisor and Chief Executive,
Spokesman Siempelkamp



"At *Ligna*, we joined with Ima and Priess+Horstmann on a 2,500 square metre stand to demonstrate how we will meet the furniture industry's future requirements. We have full order books, which proves we chose the right features. *Ligna* is the unchallenged leading trade fair for the woodworking industries and timber trades with about 90,000 visitors, many of whom came to our stand to watch 25 machines of various kinds in operation. Amongst the Schelling machinery there was a lot of interest in the areal storage system, the robotic stacker, the new deep cut unit, and the 'ah 9' panel sizing machine. The results from the fair confirmed the rightness of our corporate strategy in going systematically for productivity, reliability, dependability and precision in all aspects of our sawing plant and machinery."

WOLFGANG ROHNER,
Chief executive, Schelling