



AL NIBRAS GEN. TR. CO. LLC



**Brand Identity**

**Project Portfolio**

**Product Range**



**“Al Nibras has certified high quality stock of over forty species of hardwood ready to be shipped and delivered right to customers’ doorstep. The Company’s advantage in the market is that it offers customers technical services and consultancy about wood, its properties, and uses.”**

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**We compete in  
the basis of  
“excellence” in our  
products and  
services**

## IMPRINT

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# A Profile of an International Wood Trader

Al Nibras Gen. Tr. Co. LLC started in 1977 as a complete supplier of decorative and building materials. Established in the fast developing Emirate of Sharjah, the Company has evolved from trading decorative materials to supplying softwood and commercial plywood to specializing in different hardwood species and engineered woods among others. In the beginning, the Company mainly supported building and construction industries. Today, Al Nibras solidly built connections with small and medium size enterprises to major players in industries such as carpentry, turnkey projects, joineries, builders, property developers, contractors, construction, consultants, and more. These connections paved the way in cementing the Company's relationships with wood buyers and specifiers alike.

The Company's strength is purely on wood based products that range from hardwood and softwood species, MDF, HDF, and tubular chipboards. This year the Company is also starting to stock commercial plywood and hundred species of wood veneers as its staple product

instead of on order basis. Furthermore, more kiln facilities are being setup to accommodate the demand for kiln-dried woods in the market.

Right now, Al Nibras has three offices in the country strategically located in Sharjah, Dubai, and Abu Dhabi with warehouses capacity of 10,000 to 12,000 cubic meters (350,000 to 420,000 cubic feet). More branches are soon to open in the region as a strategy to secure the Company's presence in its market territories. Al Nibras is working on getting ISO certified this year and the application of FSC and PEFC are already in process.

All these transitions are in line with the CEO's vision for the Company to become the central wood distributor in GCC, MENA, and parts of Asia. That is to become the major depot of wood products coming from the Americas, Europe, and Asia. "Currently, customers are flocking in our yards mainly because we have the exotic woods they are looking for that are not normally available in other wood suppliers in the country" says Mr. Mohamad A.R. Mawlana, CEO and

Owner of Al Nibras Gen. Tr. Co. LLC. "Major builders are also coming to us because we have the stock they require for their projects while others have limited quantities only" he added.

Because of this reputation, Al Nibras have become well known in the market to offer the widest selection of hardwood species and largest stockiest of sawn timber in the country. It is a known fact that the Company's distinguishing aspect is derived from the characteristic of its main product. Wood is known to become more resilient with age. Through the years, Al Nibras has gained experience and has proven itself to be tough in all market challenges, strong in keeping its core values, and competent in holding extensive range of products and services. "We have been blessed to survive the financial crisis of the previous years" Mr. Mawlana said referring to the worldwide financial crisis. "Now we use this advantage to our benefit to make Al Nibras stronger to the core to help us serve our customers better." Mr. Mawlana said. "With today's emphasis on sustainability and green building projects, I think we can offer a lot more options to our customers. This will help Al Nibras realize its greatest potential as a wood trader and that is exactly what I want for my Company" he added. "The possibilities that I see for Al Nibras are enormous that is why I shift Al Nibras position in the market to take in the bigger picture" Mr. Mawlana completed his statement.

Al Nibras has certified high quality stock of over forty species of hardwood ready to be shipped and delivered right to customers' doorstep. The Company's advantage in the market is that it offers customers technical services and consultancy about wood, its properties, and uses.

**Indeed, Al Nibras is the wood expert in the Middle East!**



Headquarters in Sharjah, United Arab Emirates

# Straight from the Chief!

It has been my long term aspiration for my enterprise to reach its maximum potential as a wood trader. That is the main reason why I invest in highly qualified people and latest technology that would help me achieve this goal.



## The makings of management decisions.

So far, I am very happy with the way things are going with Al Nibras. Slowly but surely my team are moving forward to the directions of our goals and objectives.

It is not an easy feat to go on the transition from being a small business owner to a medium enterprise that is on the process of establishing our brand presence in our market territories but the responses we received are proof enough that we are on the right track.

We are gaining brand awareness and building strong business relationships from the industries we serve and I am very happy about it. We do take advantage of networking opportunities and creating relations that will help us strengthen our position in the industry.

Al Nibras' strength comes from the fact that we are one of the few companies in the UAE that specializes in hardwoods and engineered woods categories. We offer the widest selection of wood products, guaranteed on-time

delivery, and commitment to customer satisfaction. We are also very actively involve in sharing knowledge about wood properties and uses to our customers to better help them with their projects.

These past couple of years we have established our business networks to include major players in the building and construction sectors as well as small and medium businesses in wood-working, joineries, and turnkey projects. We are also collaborating with consultants like architects, interior designers, and engineers.

Products, operations, and services—these are the three tools I use to base my decision-making in every aspect of my business. Decision-making is a very important task that is why I take my time to make it. Because I understand that my people, my business and my customers depends on it. That is why I make sure that when I make a decision, everything that affects that decision is covered.

On the other note, I acknowledge that my people is my greatest asset. They teach me a lot about leadership as much as I direct them towards our organizational goals. I am thankful to get team players that are dedicated, qualified, and hardworking. They help me realize my dreams about what I want my Company to become.

I do have a lot of plans for my Company. And these past months I have been in touch with my advisors to help me shape my ideas and fit it to the current processes and operations of Al Nibras. As people used to say, the ball is rolling for us and the initial phases are in place.

We are setting up more kiln drying facilities to address the demand for kiln-dried woods. We are planning to open international branches to make us more accessible for our foreign customers. We are studying the market requirements and bringing in more materials that are otherwise not available in this region. We are investing in bigger

warehouses situated in different locations to make sure that we have the right amount of stocks ready to be dispersed anytime. We are tying up with trusted brands to make sure we only supply the best products to our customers.

I wanted to offer so much more to the industry that has given me a lot. For me, at the end of the day it is not only about selling woods, closing the deal, or looking at profits.

It also gives me a strong sense of achievement to be able to know that I have served a purpose by helping others achieve their dreams and finish their projects. I wanted to give back to the society at large by sharing knowledge about wood industry, about being accountable as a wood trader given the fact that we are supplying materials out of our natural resources. And last but not the least, I wanted to be part of the movement that pursues sustainability and advocates green initiatives and caring for our environment.



**Mohamad A.R. Mawlana**  
Chief Executive Officer



# The AI Nibras Brand

AI Nibras Gen. Tr. Co. LLC is having a facelift with its entire corporate identity. The brave move is led by its CEO/Owner Mr. Mohamad A. R. Mawlana as the transition begins from being a small business company to a medium size enterprise that will consist of wood trading, wood consultancy, and technical services.

“We are undergoing lots of changes right now” says Mr. Mawlana. “Just like any growing family, we are moving in to a bigger house to accommodate bigger things for the Company” he added.

The Company has begun restructuring its organization to merge functions with similar objectives and to add groups that will handle new endeavors of AI Nibras. This process was due from years of planning and preparation. “At this implementation stage, I am happy to see things taking shape according to our new goals and objectives” Mr. Mawlana said.

First to be implemented is the newly improved AI Nibras logo. Although, the concept is still the same, the new rendition gives more impact to the overall look of the design.

The re-designed logo is rendered in 3D with broken circles that represent the Company’s different divisions, departments, and branches worldwide.

AI Nibras is an Arabic word that means ‘the guiding light’ or ‘source of light’.

The original logo consists of two symbols, one of a bird soaring in the sky with the raging sun as its background. The bird flying high denotes the Company’s experience and superiority in wood industry and the sun as a guiding star represents success and achievements of the Company.

To maintain the original concept of AI Nibras logo, the designer used the same corporate colors and symbols

with a slight improvement to give it a stronger impact in visual communication. The 3D rendition gives the logo depth and weight while the brush stroke gives it a clean corporate look.

The red color is used to signify the Company’s energy and strength in its commercial activities; power and determination to surpass its past achievements; passion and desire to be the leader in its industry; and courage to brave the market challenges and optimism that the Company shall achieve its goals and objectives.

On the other hand, white color as the background denotes simplicity, perfection, and successful new beginnings which is what the Company aims for to be known in the industry.

The new corporate logo succinctly represents the newly improved brand image of the company. The bird flying high also signifies the Company’s endeavor of entering new market territories outside the country. AI Nibras is confident that it will achieve its corporate goals when it comes to dominating the international market.

This expansion is part of the Company’s long-term objectives to secure its presence in its market territories. This move supports the Company’s efforts to get closer to its customers and enhance efficacy of servicing them.

Moreover, AI Nibras also began opening international branches to make sure it reaches foreign customers faster and provide their requirements on time.

Another activity which the Company heavily invested in is getting involved in local and international trade shows in the region to take its brand awareness campaigns to the next level.

This platform brings many benefits for the Company as it renews business connections with suppliers, government

and non-government agencies, and existing customers. Attending trade shows enables AI Nibras to improve its prospecting activities and increase the numbers of lead conversions as well.

So, who is the new AI Nibras?

The new AI Nibras strives to achieve international recognition as a leader in wood industry in this region and the world by maintaining high standards of services and quality products while advocating the sustainability of our natural resources.

Our mission is to become the central depot of wood products that comes from around the world and become the first choice in supplying these materials to GCC, MENA and parts of Asia. We also aim to become a strong ally to organizations advocating sustainability and preservation of our natural resources.

On this end, the Company has begun working on being certified with ISO standards, FSC, and PEFC. The applications are under process right now.

And why choose AI Nibras?

AI Nibras business model revolves around giving customer satisfaction at all levels of its operation. We share our expertise in wood technology to all our customers giving them advice on the applications and properties of our products.

We also started to get involved with specifiers to understand the current market requirements and to advocate the use of sustainable materials when it comes to their projects.

This brand image is another milestone for AI Nibras and we take our credibility very seriously. One step at a time, we are moving closer to our objectives.



**النبراس**

**AL NIBRAS**

# Supplied sawn timbers for:



PALM ISLAND DUBAI



JUMEIRAH BEACH RESIDENCES



THE SPRINGS



THE MEADOWS



BURJ KHALIFA



JUMEIRAH ISLANDS

# U. A. E. Real Estate and Property Projects



INTERNATIONAL CITY



GREEN COMMUNITY



EMIRATES PALACE



BUSINESS BAY



SHANGRI-LA HOTEL



MINA AL SALAM

# Corporate Images



# Trade Show Photo Albums



2005 INDEX EXHIBITION



2005 INDEX EXHIBITION



2007 DUBAI WOODSHOW



2007 DUBAI WOODSHOW



2008 DUBAI WOODSHOW



2008 DUBAI WOODSHOW

# Trade Show Photo Albums



2011 DUBAI WOODSHOW



2011 DUBAI WOODSHOW



2011 ABU DHABI WOODSHOW



2011 ABU DHABI WOODSHOW



2011 CAIRO WOODSHOW



2011 CAIRO WOODSHOW

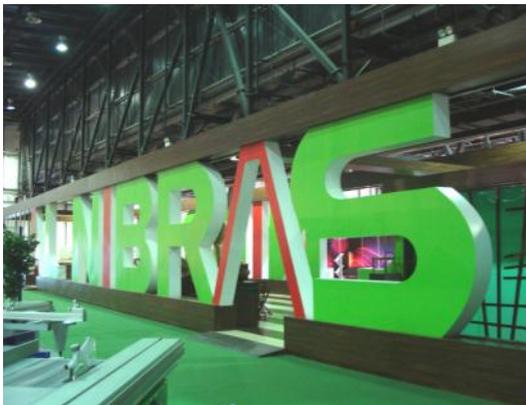
# Trade Show Photo Albums



2011 BIG 5 SHOW



2011 BIG 5 SHOW



2012 DUBAI WOODSHOW



2012 DUBAI WOODSHOW



2012 PROJECT QATAR



2012 PROJECT QATAR

# Al Nibras in the News



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# Al Nibras in the News

Manufacturer Profile



## Al Nibras Trading wood in the Middle East

النبراس - لمحة موجزة عن شركة تجارة الخشب في الشرق الأوسط

- السيد محمد مولانا ، خريج إدارة الأعمال من الجامعة الأميركية في دبي، يعمل في تجارة الخشب المشهور والألواح.
- تأسست شركة النبراس، المتواجدة في إمارة الشارقة بدولة الإمارات العربية المتحدة، كشركة عائلية تعمل في تجارة لوازم الديكور منذ أكثر من ٢٠ عاماً.
- تم التوجه عام 1999 إلى استيراد الخشب اللين والخشب الحبيبي لصناعة البناء والتشييد وللمصنعيها الخاص للمبني سابقة التجهيز.
- وفي عام 2003 رأى السيد مولانا فرصة لنمو عمله من خلال الانتقال إلى الأخشاب الصلدة بما في ذلك تركيب الأفران. وفي تقديره أن سوق الأخشاب كانت لذلك كلها تقريباً تتعامل في خشب الميراثي و الماهوجاني والزان ولم تكن هناك أخشاب من الولايات المتحدة الأمريكية.
- تم بدأ مطوري المشاريع الكبرى مثل جزيرة النخلة في طلب فئسائل "زخرفية"؛ فبدأ وصول المائيل الصلب والأرو والأحمر والشيري الأسود من المستوردين في الولايات المتحدة بكميات كبيرة.
- بحلول عام 2008 ، أصبحت شركة النبراس إحدى أكبر شركات تخزين الأخشاب الصلدة في منطقة الخليج ، بما لديها من ١٧,200 م<sup>3</sup> من الخشب المغزول، بل و أكثر من ذلك بموجب عقود مبرمة و ما كان موجوداً في الترايزت. ثم جاءت الأزمة الاقتصادية الأخيرة، فاضطرت شركة النبراس استخدام المغزول لديها من تسبب في تقيده حتى وصل إلى حوالي 6,500 م<sup>3</sup> . يتكون هذا المغزول اليوم بالكامل من الخشب الصلدة، 40 ٪ من أفريقيا و 35 ٪ من ماليزيا وحوالي 25 ٪ من الولايات المتحدة الأمريكية وأوروبا.

• ويقول مولانا "رديتنا الآن هي أن تصبح موزعاً رئيسياً للأخشاب الصلدة في منطقة الشرق الأوسط"، وفي هذا الإطار التوسعي فقد بدأ أيضاً في استيراد ألواح الـ HDF و MDF من ماليزيا وتايلاند والبرازيل وكندا.



Mr. Mohamed Mawlana GM of Al Nibras

Meet Mr. Mohamed Mawlana – a man with a mission in the Middle East. He trades in sawn lumber and panels quite simply, no frills just the right material at the right price in stock and in bulk. A business administration graduate from the American University in Dubai, he appeared firmly in the frame in Dubai at the Dubai Woodshow last April and plans to be there again next year. He has since exhibited in wood shows in Cairo and Abu Dhabi, but his company, Al Nibras is not new.

Located in Sharjah in the United Arab Emirates, Al Nibras was established as a family business over 20 years ago dealing in decorative materials. In 1999 it turned to importing softwoods and plywood for the construction industry and for its own pre-fabricated housing plant. In the Asian financial crisis, demand fell and Al Nibras subsequently turned its attention to trading in an area where there were few wood importers. The family later took the view that its finances were not intended for speculation in wood! Mr. Mawlana wryly

Manufacturer Profile



Mr. Mawlana with his Teak stock in Sharjah

comments that collecting money from developers can be much more difficult than selling – especially now. From the construction sector it then turned to dealing in internal parquet flooring, ironmongery and MDF with some 'small volumes of hardwood.' "In those days," he says "there were many problems with hardwoods: small quantities; hard to source; and most importantly problems with moisture content and limited kiln availability locally. So the established practice of buying shipping dry, or even air dried, hardwood lumber often led to quality claims."

In 2003 Mr. Mawlana saw an opportunity to grow the business by moving into hardwoods and concentrated on that expansion. During 2003/4 dry kilns with a capacity of 300 m<sup>3</sup> were installed, at a cost of Dharaed 5 million (US\$1.5 million). In those days Mawlana estimates that the hardwood market was almost entirely Meranti, Mahogany and Beech and almost nothing from the USA. "Dubai was a Meranti market," he says. "As the development of great projects, such as the Palm Island and the growth of shoreline villas, created a huge market for hardwoods, self marketing carried us through, whereby we were just order takers. Big companies came to us and demanded new species which we imported from Africa and America." Romania had become a major supplier but developers were looking for exterior hardwoods and "rich, decorative" species. Hard Maple, Red Oak and Black Cherry started to arrive in volume from U.S. exporters, and these big projects were also demanding lumber kiln dried which Al Nibras could supply.

By 2008, Al Nibras became one of the largest hardwood stockists in the Gulf. By the end of that year the



Mixed hardwood delivery from Al Nibras



Part of Al Nibras local delivery fleet

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Manufacturer Profile



Al Nibras tropical hardwood storage yard in Sharjah

company was holding 17,000 m<sup>3</sup> in stock, with more under contract and on the water in transit and then came the last crash. So in 2010 Al Nibras was trading on stock and not importing on forward contracts, reducing its stock holding to around 5,500 m<sup>3</sup>. Today that stock is made up entirely of hardwoods, 40% from Africa, 35% from Malaysia and about 25% from the USA and Europe. "Our vision now is to be a central hardwood distributor for the Middle East," says Mawlana. Outside the UAE Al Nibras has established selling in Syria, Libya, Morocco, Algeria, Iraq, Jordan, Iran and Pakistan. As part of this expansion Al Nibras has also started to import MDF and HDF panels from Malaysia, Thailand, Brazil and North America (Canada). "This fits neatly with our desire to supply basic raw materials to manufacturers and traders within the region," he adds.

2 inch American Red Oak in stock at Al Nibras



Manufacturer Profile



(L-R) H.E. Dr Rashed Bin Fahad with Herr Butterling, Dawood Al Shezawi and Mohamed Mawlana in Dubai



Mohamed Mawlana (R) with Dubai's Minister of Environment



Covered storage for US hardwoods in Sharjah

Al Nibras has certainly positioned itself as a serious hardwood distributor and, as the use of American hardwoods increase throughout the Middle East, the company is likely to become of more and more interest to users. Late in 2011 the company exhibited at the small but focused Wood Show in Abu Dhabi where new contacts were made and Al Nibras product range and profile

was further enhanced. So at the Dubai Wood Show in April 2012 companies wanting to buy or sell hardwoods in the Middle East might want to meet Mr. Mohamed Mawlana. **PFM0**

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# Al Nibras in the News

**TIMBER** Middle East  
**DESIGN & TECHNOLOGY**

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Is this the year of turnaround for the industry?  
**Interview with Dawood Al Shezawi**  
Hakkasan Abu Dhabi case study  
**Cross-laminated timber explored**  
How to manage your machines

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exhibition previews and listings and more

ANALYSIS | INTERVIEWS | DESIGN | SUSTAINABILITY | TECHNOLOGY



# AI Nibras in the News



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## Editor's Word

For a country that until very recently claimed to be home to 90 percent of the world's orangs, a quality publication dedicated to one of construction's most major materials has been long overdue.

And hence you hold in your hand the inaugural issue of Timber Design & Technology – a bi-monthly magazine catering exclusively to the GCC's buyers of wood and related machinery and products. We will focus on sourcing, design, sustainability, technology, innovation, quality and other pertinent industry issues and cater to both the wood processing and design community.

We aim to bring you the latest and most relevant news, analysis and subject features examining all aspects of the regional timber industry. We hope to stay unbiased and accurate in our representation of the wood industry in the Middle East and starting with this issue, you can tell us if we're on the ball.

We've tried to achieve a balance in our content that will appeal equally to professionals across all areas of the industry from importers and manufacturers to designers and architects.

In this issue, we bring you the latest industry news, trends, technologies and products, rounded off with your own little black book: a guide to the major industry trade fairs coming up over the next couple of months. We've taken an in-depth look at a hand-picked fair – headed by the UAE's own Dubai International Wood and Wood Machinery Show (Dawood) Show, CCG Strategic Marketing and Exhibitions – the man behind the show – told us what to expect in this year's edition of the show, its learning to note that the show – which reported sales volume over AED 100 million last year and attracted 174 exhibitors and 5,940 visitors – has generated the most 200 exhibitors this year.

That's exciting news for the region: the fact that new markets such as Indonesia, Brunei, Cameroon, Gabon, Argentina are taking an interest in doing business in the region.

Business which there is no shortage of, by the way. Between the covers of this magazine, you will find news about the rapid expansion of companies such as Citrus, and of exciting new product launches, such as those we cover from Juba's site.

News and updates aside, education is one of the most important elements of our magazine. No matter who we've spoken to during the making of this magazine, we have always got the same answer regarding education about timber: there is a real need for more.

In addition to the newest techniques and developments, we have covered a couple of very fundamental and very critical subjects.

Keeping our finger on the pulse of what's most recent and most relevant, we bring you information about Chris Linnert's Timber (a building material that could possibly change the way we build) and regional treated wood (a new generation of wood material that is gaining a reputation as being superior to non-treated wood).

We've also covered basic topics like what you should keep in mind when purchasing new machinery and how to care for the machinery you already have. Woodworking machinery is a huge investment and protecting that investment so that it gives you maximum returns can make or break your business.

Leading the expert opinion on this issue is Ledy Lakes, Managing Director of Woodworks Middle East. He tells us all about wood floors. As the man heading the company that has installed the wood flooring for Burj Khalifa, we heed his advice.

We hope you find this issue engaging and informative. Don't forget to write to us and let us know what you would like to see in the next issue!

Regards,

*Cyrala*

Editor's word | [www.timberdesignandtech.com](http://www.timberdesignandtech.com)

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## 2012: Is it the year of the turn-around?

### We spoke with several timber industry experts to get their take on 2011 and their outlook for 2012

**FOR THE timber industry, the recession hit bottom in late 2008 and early 2009, and demand for wood products began increasing sharply in 2010. 2011 was a marginally better year, and all the industry people we spoke with agree that – though growth in 2012 is going to be sluggish – it's not going to get any worse.**

The collapse of the construction market in 2008 has been responsible for much of the timber industry's ensuing woes. 2011 has been the year where the timber industry has continued slow out of its recession and has started to rebound. Recent construction data for the region suggests that 2012 may well be the year of turnaround.

A lot of strong trends emerged towards the end of 2011. North American and European hardwood exporters and international buyers reported reduced trade in December. Sales related intense competition for orders in upward trend, although many hard pieces from the field that they have reached bottom and will soon be rising. Supplies appeared to be tightening with several exporters reporting that lower production and lower inventory levels had started to ensue. US hardwood lumber exports reached a five-month high of 105.4 million board feet (MBF) in October 2011, the latest month for which data is available.

Also towards the end of 2011, with weaker demand for lumber around the world, prices fell in a majority of the 21 markets tracked by the Wood Resource Quarterly. The Global Contract Sawing Price Index (GCSI) dropped in the third quarter of 2011 for the first time since the first quarter of 2009.

The outlook for the next two years is moderately positive. Log export markets look favorable, but with substantial still coming from Europe's financial crisis. The bottom line is that timber industry exporters must pace for moderate growth while protecting themselves from a possible recession.

While total recovery for the markets all seems far away, prices are now bottoming out. As a result of improving sentiment, construction companies are picking up where they left off, and bringing business to the timber market, a view that has been confirmed by our industry experts.

## International Timber Market

The international timber market has some encouraging statistics to report. In the first 11 months of last year, the demand of British Columbia increased 13 billion board feet of lumber to China, exceeding a total of 4 billion set four years ago. Exports are up 200 percent from 2008, and their value has hit more than US \$1 billion. China now takes about 29 percent of all BC lumber exports, second only to the US, which accounts for 42 percent of exports.

Speaking about things closer to home, Vito Gupta, General Manager, United Agencies reiterates that the effects of the recession has ebbed and not much construction is going on. "We feel that there is going to be a decline in general demand for timber in 2012," he says.

Robert Sajan, founder and Chairman of Danube Group, says that he expects demand to remain more or less the same in the coming months.

"We always maintain a positive outlook with a conservative approach to allow sustainable levels of growth," says B. Prasad, Managing Director of Mohd. Vaidy L.L.C. "The signs are all there and we see the market is slowly moving on a steady upward trajectory. The year ahead looks promising indeed."

At Nibras, General Trading Company's CEO Mohamed Hammad explains that while the market is definitely evolving, there are still a couple of challenges. "One major challenge is cash flow, which is not just a local issue, but a global one. Most of the projects that are unfinished belong primarily to international investors – who have cash flow problems. There are minor indications which show that the market has picked up, but it's more a matter of let's get started on the project and move it along slowly rather than stop it altogether. A project that could easily be completed in 6 months, is being scheduled for completion in a period of one year. This makes demand go down."

Plauson feels that if construction speeds up then the demand for timber will go up.

"So the market depends not just on whether or not owners decide to complete projects, but also the speed at which they decide to do it," explains Plauson. He adds that the market situation in the UAE is excellent compared to other GCC countries, because it is positioned to take on not just local, but regional and international projects as well – which is why factories are still working and businesses are still in operation in the UAE, while they are closing down elsewhere.

When asked about the specifics of what kind of wood has been in demand over 2011, Gupta, Sajan and Plauson all confirm a high demand for red oak on the higher priced end and mahogany on the lower priced.

United Agencies deal primarily in European and American hardwood and Gupta reports that there has been ample demand for both American red oak and ash in particular.

Danube's Sajan says red oak, beech and mahogany have been the most sought after hardwoods, and amongst the softwoods, it has been spruce and pine.

Both Sajan and Gupta have seen hardwood being procured for interiors and softwood for construction purposes.

Plauson from Nibras comes forward with a very interesting observation on the quality of demand in the market: very expensive species such as walnut and



red oak have moved very fast, as has the more humble mahogany – the former for luxury projects and the latter for commercial projects.

"Since most of the projects have gone into cost saving mode, mahogany has been specified for a lot of commercial projects to keep the costs low," explains Plauson.

Mohammed Ahmad is seen to point out that demand for certain species like ash, such as Mahogany and mahogany, West African (okume and Burmese teak, which are predominantly sought after in the market because of their ready availability and their ability to be used for a variety of interior and exterior applications.

"European and American hardwood species such as beech and ash are also in high demand," adds Ahmad. "North American and European suppliers have had to



look at burgeoning international markets such as China, South East Asia and the Middle East to fill demand as their local markets and client base has shrunk in the past year. This is an added advantage for buyers here and – coupled with the depreciating Euro – has worked in our favor."

Talking about the reasons why certain species are more popular in the region, all experts agree that two major factors are at play: aesthetics and cost.

Walnut and red oak are very popular in the region because of their aesthetic appeal and luxury element, and mahogany due to its price.

"The wood selected depends largely on the specifications of the customer. We hardly see drastic or influence decisions," says Gupta. "It all depends on the

## Local Market

latter of people too, be it the contractor, the architect or the client.

"Traditionally speaking, most of the species can work in any project," says Plauson. "There are low-maintenance species that you can stain and get the look of walnut. But people here usually want mahogany for the luxury aspect. There is durability and technical suitability, plus of view, there are rarely any strict technical considerations that dictate what kind of timber is specified. It is mostly the aesthetic and cost factor on which the decision is made. There are a lot of luxury projects in the region – such as five-star hotels, home international hotel chains – which follow strict international specifications, such as the use of walnut. We also have a lot of schools and luxury residences in the UAE, and hence more expensive luxury wood species."

Ahmad highlights that technical specifications should not be overlooked when specifying timber.

"For most applications apart from industrial sites, it is important to specify a timber that is stable, which doesn't split, crack, cup, warp, bend or bend after installation," says Ahmad. "For example Walnut Malaysian red hard mahogany is a natural stable timber that doesn't necessarily require careful curing cycles and remains relatively stable in its dry and relatively hot and availability are also major factors, mahogany is both cost effective and readily available, so this makes mahogany one of the most commonly used timbers in the region. Burmese teak, which is also a naturally stable timber is sought after for use in prestigious installations, such as yacht decks, interior paneling and fine furniture, but is sparingly used when compared with other species due to its relatively high cost."

Regional timber exporters and suppliers are well prepared for the most highly demanded species, but what happens when an order comes in for something not in stock?

Danube's Sajan refers to his regular supply base who have flexible manufacturing facilities and can accommodate such requests.

Mohammad – as the oldest sawmilling company in the Middle East with two dedicated sawmills that mill and process various species of hard and softwood logs into various special and standard dimensions upon request – proudly profess that they can execute special orders within very short time frames.

"We were the first to import mahogany logs into the UAE and we have certainly come a long way since then," says Ahmad. Plauson explains that Nibras is well-placed when it comes to sourcing orders, as their global network of suppliers is wide and varied.

"We already have good knowledge about the different species used all over the world, and have a network of producers as well," Plauson explains. "It's 1800 for teak and mahogany for us to get any new species that may come to be in demand. We also have a huge variety of our stocks, which gives the manufacturer or consultant a chance to choose if the quality they require is higher, or if they need a new species, then it is just a matter of how long it takes us to ship it. In my opinion, there are not many species available in the world – or that are demanded in our markets – that we don't have. We have 40 species in our stocks today where 35-70 species are used worldwide. So you can see we cover almost all of the species." ■

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# Al Nibras in the News

20: النمو المنتظر في سوق الامارات

## 8 آلاف زائر متوقع لمعرض دبي الدولي للأخشاب 2012

السوق الإماراتية  
تستهلك 150 ألف متر  
مكعب من الخشب سنوياً

دبي - يشار باغ

افتتح عبد الرحمن سيف الفوير رئيس مجلس إدارة غرفة دبي أمس فعاليات الدورة السابعة من معرض دبي الدولي للأخشاب ومكثن الأخشاب 2012 في "مركز دبي الدولي للمؤتمرات والمعارض" على مساحة 9000 متر مربع ويستمر حتى الأحد. وشهد الحدث تواجداً غير مسبوق لعدد كبير من المشركين والعارضين وعلمة الناس المهتمين بشكل كبير بتجارة الأخشاب والاستثمار في هذا القطاع حيث تستهدف الدورة السابعة من المعرض لهذا العام استقطاب أكثر من 8000 زائر وخبير ومتخصص في هذه الصناعة يأتي ذلك فيما تشير التوقعات إلى تسجيل نمو بنسبة تتراوح من 15-20 في السوق المحلية خلال العام الجدي.

ويطلق معرض دبي الدولي للأخشاب ومكثن الأخشاب 2012، الذي يعتبر النسخة الأكبر في تاريخ المعرض لهذا العام مع مشاركة أكثر من 420 عارضاً من 34 بلداً حول العالم، إلى تعزيز مكانته كأكبر معرض متخصص بالأخشاب في المنطقة وذلك من خلال نهضة الفعول الاستثمارية المتكسبة والمشاريع التجارية المحتملة للمشركين وبشكل تروسة للتواصل بين رواد الأعمال والمتخصصين في مجال الأخشاب والمكثن والتكنولوجيا المتصلة به بالإضافة إلى العديد من العروض التثقيمية

### معرضات متنوعة

العالمية، وانعكس تنوع التصاميم الداخلية والخارجية خاصة في قطاع الفنادق لإجها على سوق الأخشاب وارتفاع الطلب على أنواعها المختلفة، ولفت على أن الإمارات باتت بوابة لتعليمية التعريف بأنواع أخشاب جديدة لم تكن معروفة في المنطقة وعلى مستوى آسيا وأفريقيا وأميركا اللاتينية أيضاً.

### مشاريع متواصلة

من جانبه قال زياتو مافنيلي، مدير شركة "بيسي" الإيطالية المتخصصة في إنتاج آلات قص الشرائح الخشبية أن أسواق المنطقة وفي مقدمتها الإمارات والسعودية تسجل نمواً ملحوظاً في ظل حركة المشاريع المتواصلة في مختلف القطاعات، متوقفاً استمرار مستويات النمو الجيدة خلال العام الجاري، أما أفارو غونزاليس، مدير مبيعات التصدير لمجموعة "دانزر" السويسرية، ف أشار إلى أن الإمارات والسعودية تتصدران باقي دول المنطقة من حيث واردات الخشب بمختلف أنواعه، لافتاً إلى أن واردات الإمارات من رقائق الخشب الأميركية تبلغ 1.6 مليون دولار سنوياً.

### أحدث التقنيات

واختارت شركة "باريوران" معرض دبي الدولي للأخشاب 2012، لعرض أحدث التقنيات التي تعتمد على نظام متقدم لطلاء الأخشاب على لوجات العمالين بواسطة النظام الأسطواني. وتطقت بتطوير نظام الطلاء الساخن ليكون أكثر فعالية من آلة رش الطلاء وسوائل الطلاء، ويتميز النظام الأسطواني بكونه أصغر ويحفظ أكثر من 750 من الطلاء، ويؤدي إلى تحسين خصائص المنتج والصلابة والمتانة، بالإضافة إلى الحماية من الأشعة فوق البنفسجية وتستهمل سوائل الطلاء بنسبة 7-100 وتدمج التطبيقات الفعالة والخالية من المركبات

يعرض المشاركون في معرض دبي الدولي للأخشاب 2012 أحدث المنتجات والتقنيات كأخشاب "إم دي إف" والخشب المزروع والخشب الصلب والخشب الأبيض والنواح والخشب وفسور الخشب والأرضيات الصلبة والباركيبه والعدسات المستخدمة في الأعمال الخشبية ومختلف الأدوات والإكسسوارات واللوازم وأنواع الطلاء والمواد اللاصقة وكافة الخدمات والمنتجات ذات العلاقة.



عبد الرحمن الفوير خلال جولة في المعرض عقب الافتتاح تصوير: زافيير ويلسون

وسائر دول المنطقة يدفع من حركة المشاريع الإنشائية المتنوعة.

و أشار محمد عبد الرحمن مولانا، الرئيس التنفيذي لشركة النبراس للتجارة العامة إلى أن سوق الخشب الإماراتية سجلت نمواً بنسبة 40٪ خلال العام الماضي مدفوعة من استكمال عدد من المشاريع شبه المنتهية وانعكس القطاع العقاري في دبي أثر تقاصر المستثمرين العرب والأجانب إثر الأحدث التي تشهدها بعض دول المنطقة، لكنه توقع تسجيل نمو بنسبة تتراوح من 15-20٪ خلال العام الجاري في ظل شح السيولة التي تعاني منها بعض الشركات العاملة في قطاع الإنشاءات والخدمات المرتبطة به، وأشار إلى أن سوق الإمارات تستهلك 150 ألف متر مكعب من الخشب سنوياً، ولفت إلى أن

الدولة نجحت في تعزيز مكانتها كمركز إقليمي لصناعة وتجارة الأخشاب من حيث تنوع الأصناف كما ووعوا وأضاف: تشهد الحركة العمرانية في دبي والإمارات استقطاباً أبرز التصاميم في عالم الديكور من مختلف الحضارات والثقافات



أفارو غونزاليس

المتقدمة والعلم والدراية في قطاع الأخشاب من جميع أنحاء العالم." من جانبهم أكد عدد من مدراء الشركات العالمية والتعليمية على اتفاق النمو الإيجابية التي يتمتع بها سوق الأخشاب في الإمارات



محمد مولانا

الاستراتيجية لتنظيم المعارض والمؤتمرات، الجهة المنظمة للمعرض، لم تتغير معاملة نجاح معرض دبي الدولي للأخشاب ومكثن الأخشاب، وذلك من خلال تطويره ليكون تجمعا استراتيجياً لأصحاب الاختصاص والخبرة



زياتو مافنيلي

والمحاضرات وورش العمل التي تهدف إلى زيادة الوعي في المنطقة حول أهمية الأخشاب باعتبارها مادة أساسية في عمليات البناء والتصميم. وقال داوود الشيزاوي الرئيس التنفيذي لشركة

## 420 عارضاً محلياً ودولياً يشعلون المنافسة في معرض دبي للأخشاب



عبدالرحمن الغريز خلال افتتاح المعرض

دبي - الخليج

افتتح عبدالرحمن سيف الغريز، رئيس مجلس إدارة غرفة تجارة وصناعة دبي، معرض «دبي الدولي للأخشاب ومكائن الأخشاب 2012»، وذلك في «مركز دبي الدولي للمؤتمرات والعارض» على مساحة 9000 متر مربع ويستمر حتى 5 من الشهر الجاري.

وقال الغريز: «لقد أتجعت دبي جدارتها ومكانتها بين المدن العالمية في صناعة العارض والإتصالات واستضافة مختلف الفعاليات والأحداث على صعيد شتى القطاعات والجلالات الصناعية والتجارية والبناء والضيافة وغيرها».

**عبدالرحمن الغريز: دبي أثبتت صدارتها عالمياً في صناعة المعارض**

بإضافة إلى العديد من العروض التمهيدية والندوات وورش العمل التي تهدف إلى زيادة الوعي في المنطقة حول أهمية الأخشاب باعتبارها مادة أساسية في عمليات البناء والتعميم.

ويشهد الحدث حضوراً غير مسبوق لعدد كبير من المشاركين والعارضين وعمامة الناصر المهتمين بشكل كبير بتجارة الأخشاب والاستثمار في هذا القطاع، حيث تستهدف الدورة السابعة من المعرض لهذا العام استقبال أكثر من 8000 زائر وخبير ومستخلص في هذه الصناعة.

وقال داوود الشيراوي، الرئيس التنفيذي لشركة الاستراتيجي للتخطيط العارض والإتصالات، الجهة النافذة للمعرض: «إنه لن نواصي سرورنا أن نقدم الدورة السابعة من معرض دبي الدولي للأخشاب ومكائن الأخشاب 2012، في نسخته الأضخم والأكثر تطوراً على صعيد تاريخ تنظيمه».

وأضاف الشيراوي قائلاً: «لم تتغير معادلة نجاح معرض «دبي الدولي للأخشاب ومكائن الأخشاب» وذلك من خلال تطويره ليكون تجميعاً استراتيجياً لأصحاب الإختصاص والخبرة للتقدمية والعلم والدراية في قطاع الأخشاب من جميع أنحاء العالم».

ويوفر معرض دبي الدولي للأخشاب ومكائن الأخشاب 2012، فرصة للاطلاع على أحدث التقنيات والابتكارات والعدا

والتطورات التي يشهدها القطاع، في الوقت الذي يتحول فيه اعتماد مصنعي وتجار الخشب إلى النوار السندامية والتجدة والرغبة في ألا يكونوا سبياً في زيادة الأثمان البيئية. سيمثل العرض منصة فريدة للمناقشة والتوجهات المستقبلية في القطاع من خلال جمع الشركات ومعهدي الإنشاءات والصنمين والصممين من مختلف أنحاء المنطقة.

وأضاف داوود الشيراوي قائلاً: «لقد أصبح «دبي الدولي للأخشاب ومكائن الأخشاب» منصة لافكار الإبداعية ومهمة للتفكير الجديدة وتسهم في تطوير جميع جوانب قطاع الأخشاب والتجارة في المنطقة، حيث يوفر الحدث للمصنمين وإمكانات التوصل وتطوير الأفكار وتعلم تقنيات مبتكرة والشعرف إلى مصادر توريد جديدة ما يسهم في توسيع نطاق الأعمال التجارية والإرتقاء بجودتها في الوقت الذي يتحول فيه اعتماد مصنعي الأخشاب والتجار إلى الواد البكرة».

واختتم داوود الشيراوي قائلاً: «نحن متفائلون بأن المعرض سيشهد أيضاً كبراً هذا العام، حيث أصبح المعرض أحد أبرز الأحداث الفعالة في قطاع الأخشاب في المنطقة. كما أن المعرض لا يقتصر على أن يكون منصة استراتيجية للمناقشة والقضايا والواضع الرئيسية في القطاع فقط، بل يهدف إلى أن يكون منصة

## قطاع الأخشاب مرشح للنمو 15 - 25% خلال السنوات الخمس المقبلة في المنطقة

دبي - ملحم الزبيدي

بنسبة 15-25% خلال العام الماضي مدفوعة من استكمال عدد من المشروعات شبه المنهية وانعاش القطاع العقاري في دبي إثر تعافر المستثمرين العرب والأجانب إثر الأحداث التي تشهدها بعض دول المنطقة.

وتوقع الرئيس التنفيذي لشركة «النبراس» أن يشهد قطاع الأخشاب نمواً ملحوظاً خلال السنوات الخمس المقبلة بنسبة تتراوح بين 15 و25% على صعيد كميات الطلب ما سينعكس طردياً على منحى الأسعار لهذه المادة، وهذا ما بدأنا نلمسه في الوقت الراهن.

وأشار مولانا إلى أن شركة «النبراس» فازت بالعديد من العقود الضخمة خلال السنوات الماضية منها ثاني أكبر عقد على صعيد السوق المحلي لتوريد 400 حاوية من الخشب الأفريقي لشروع الخلقه جيمرا، في العام 2006 على مدار سنة ونصف بقيمة 34 مليون درهم، كما فازت في العام 2004 بعقد قيمته 5.5 مليون درهم لتوريد 180 حاوية أخشاب لشروع البنابيع الذي طوره شركة «إعمار» العقارية. وتستورد الشركة نحو 28 ألف متر مكعب من الأخشاب سنوياً، وتتراوح مبيعاتها بين 20 و19 ألف متر مكعب. وأكد عزه الشركة بالنسبي قديماً للوعود

جغرافياً على صعيد المنطقة، حيث تستفتح أول فرعها في السوق السعودي قريباً ليرتفع عدد فروعها إلى سبعة فروع على مستوى دول مجلس التعاون منها ثلاثة فروع في الإمارة في دبي والشارقة وأبوظبي، كما تتجه إلى تطوير خدماتها الصول عليه في أسواق أخرى، وأضاف: «يستولك سوق الإمارات أكثر من 150 ألف متر مكعب من الخشب سنوياً، حيث جذت الدولة في تعزيز مكانتها كمركز إقليمي لإضافة وتجارة الأخشاب من حيث تنوع الأصناف كما ونوعاً».

ولفت إلى أن سوق الأخشاب المحلي سجل نمواً

توقع عاملون في صناعة وتجارة الأخشاب يشهد القطاع نمواً ملحوظاً بنسبة تتراوح بين 15 و25% في ظل أفاق النشاط المتوقع لقطاع البناء ومجموعة من المشروعات الحيوية على مستوى منطقة الخليج العربي والشرق الأوسط.

وأكد العاملون على صياغة معرض دبي الدولي للأخشاب ومكائن الأخشاب 2012، الذي يستمر على مدار ثلاثة أيام حتى الـ 5 من إبريل/نيسان الجاري، أهمية دبي كقاعدة صلبة لاختلاف قطاعات الأعمال عامة وصناعة الأخشاب خاصة باعتبارها نقطة مركزية تربط بين مختلف الأسواق وتزيد من أثر التعاون بينها.

وأوضح محمد عبدالرحمن مولانا، الرئيس التنفيذي لشركة «النبراس»، للتجارة العامة، أن دبي هي الوجهة الاقتصادية للمنطقة التي تربط دول الشرق بالغرب، وهذا يسهم بشكل كبير وأساسي بتطوير أعمالنا وتحقيق أهدافنا وتطلعاتنا المستقبلية التي تركز على أسس استثمارية ثابتة تحققت أعلى معايير التنافسية وسهولة الأعمال.

وقال مولانا: «بعد السوق المحلي في دولة الإمارات العربية المتحدة من أقوى الأسواق على مستوى المنطقة العربية أجمع على صعيد قطاع الأخشاب سواء من حيث حجم الكميات للتوفرة من جهة أو تعدد الأنواع من جهة أخرى وهذا من الصعب الصول عليه في أسواق أخرى». وأضاف: «يستولك سوق الإمارات أكثر من 150 ألف متر مكعب من الخشب سنوياً، حيث جذت الدولة في تعزيز مكانتها كمركز إقليمي لإضافة وتجارة الأخشاب من حيث تنوع الأصناف كما ونوعاً».

ولفت إلى أن سوق الأخشاب المحلي سجل نمواً

مميزة لإطلاق المنتجات والخدمات والتجاهات الجديدة في الأسواق، وأضاف أيضاً: «تستهدف الدورة السابعة من المعرض لهذا العام استقبال أكثر من 8000 زائر وخبير ومتمخصص في هذه الصناعة».

حقق «معرض دبي للأخشاب» نمواً هائلاً على مر السنوات السبع السابقة، حيث شهد نمواً من 75 عارضاً بمليون 15 دولة عام 2006 إلى أكثر من 250 عارضاً من 30 دولة أو أكثر العام الماضي.

وهذا بالإضافة إلى النمو الكبير الذي شهده المعرض الذي شهدته الجازي 2012، في دورته للعام الجاري 2012، حيث ارتفع فيه عدد المشاركين والعارضين إلى 420 شركة عالمية تمثل 34 دولة.

ويضمن المعرض في دورته لهذا العام مشاركة أجنحة وشخبة لـ 22 دولة من بينها الإمارات ألتأها وفرنسا والنمسا وإيطاليا والولايات المتحدة الأمريكية والصين واندونيسيا وماليزيا وغانا وكندا وإسبانيا وتركيا، مما يعزز مكانة المعرض الرموزة ضمن أكبر الفعاليات التجارية الإقليمية في القطاع. ويركز المعرض في دورته السابعة على «استدامة الأخشاب» أعمال البناء، وذلك من خلال نقاشات وندوات تهدف إلى التوعية بهذا الجانب، ليكون الحدث منصة مميزة تسهم في تعريف الزوار والعارضين على السواء بالجانب القانوني للأمر.

**داوود الشيراوي: المعرض فرصة للاطلاع على أحدث التقنيات**

## «باربيران» تكشف

### عن أحدث ماكينات صناعة الأخشاب

دبي - الخليج

بكونه اصغر ويحفظ أكثر من 550 من الطلاء، ويؤدي إلى تحسين خصائص المنح والصلابة والتأثرة، إضافة إلى الحماية من الأشعة فوق البنفسجية. وتستعمل سواثل الطلاء بنسبة 7100 وتدعم التطبيقات الفعالة والخالية من المركبات.

وقامت شركة التصنيع الألمانية «كالمبرتر»، بتطوير العملية مبتكرة لنظام الطلاء الساخن، والذي يتم مباشرة على لوحات الماهل من دون الحاجة إلى التطبيق العمهيمي، والذي يسهل ويقلل من عملية وقت الإنتاج ويحدد من التكاليف.

وفي سياق تعليقه عن إطلاق الشركة أحدث التقنيات والتجارات في المنطقة خلال معرض «دبي الدولي للأخشاب 2012»، قال ميايكل كينجبارجر، ممثل «باربيران» في الشرق الأوسط: «يمرنا المشاركة في معرض دبي الدولي للأخشاب 2012، حيث يوفر لنا منصة فريدة ومتمخصصة لإطلاق أحدث التقنولوجيا في الأسواق الإقليمية والتواصل مع المهتمين على نطاق أوسع».

تكشف «باربيران» الإسبانية، الشركة المتخصصة في مجال ماكينات صناعة الأخشاب، عن أحدث مجموعة من التقنولوجيا في منطقة الشرق الأوسط

في «معرض دبي الدولي للأخشاب 2012»، للنمخص بالأخشاب ومعداتها والقطاعات المرتبطة بهذا القطاع في الشرق الأوسط.

وأشارت شركة «باربيران» معرض «دبي الدولي للأخشاب 2012»، الذي تعقد فعالياته على أرض المعارض في «مركز دبي الدولي للمعارض والأوتصالات» على مساحة تزيد على 9 آلاف متر مربع بمشاركة 420 عارضاً من 34 دولة، لعرض أحدث التقنيات المتطورة التي تعتمد على نظام متقدم لطلاء الأخشاب على لوحات الماهلين بواسطة النظام الأسطواني.

وقامت «باربيران» الرائدة بتطوير نظام الطلاء الساخن ليكون أكثر فعالية من خندقية ريش الطلاء وسواثل الطلاء، ويتميز النظام الأسطواني

# BEECH

FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)

**Common Name:** Beech

**Botanical Name:** *Fagus sylvatica*

**Other Common Names:** European beech, English beech, Carpathian beech, Danish beech, French beech, Romanian beech, Japanese beech



**Common Uses:** Bobbins, Cabinetmaking, Chairs, Core Stock, Decorative veneer, Desks, Domestic flooring, Flooring, Furniture, Heavy construction, Joinery, Marine construction, Musical instruments, Piling, Plywood, Sporting Goods, Tool handles, Toys, Turnery, Veneer, Workbenches

**Region:** Eastern Europe, Oceania and South East Asia, Western Europe

**Country:** Denmark, France, Germany, Japan, Romania, United Kingdom, Yugoslavia

## NUMERICAL VALUES FOR: FAGUS SYLVATICA

See table.

## TREE AND WOOD DESCRIPTIONS FOR: FAGUS SYLVATICA

**Product Sources:** It is currently unknown whether material from the species is available from sustainably managed sources, but the timber is reported to be consumed more than any other hardwood in the United Kingdom. It is considered to be among the best known and most use-

ful commercial timbers in the world, and is always in demand. European beech is reported to be available in long lengths, wide boards, and in the form of veneers, and is in the same price class as the lower cost hardwoods.

*Strength properties of the following species in the database are reported to be similar to those of European beech:*

European birch (*Betula* spp.)

African mahogany (*Khaya anthotheca*)

**Tree Data:** Beech trees are sometimes called "Queen of the Woods" because of their large size and stately appearance. On deep limey soils, the trees are reported to commonly reach 100 feet (30 m), sometimes reaching 150 feet (45 m). Trunk diameters are often 4 feet (1.2 m), but may be greater. Depending upon growth conditions, boles are clear to 30 to 50 feet (9 to 15 m).

**Sapwood Color:** Sapwood and heartwood are usually difficult to differentiate.

**Heartwood Color:** Freshly-cut European beech is whitish to very pale brown in color, but exposure darkens it to pale reddish-brown. Trees grown in the coldest regions may produce logs with a darker colored core, commonly known as 'red heart', often with darker streaks. It is a common practice in south-east Europe to steam beech in the green condition, which changes the color permanently to pink or light red.

**Grain:** Grain is typically straight, and broad rays are reported to be conspicuous on longitudinal surfaces. Flat sawn lumber is rather plain in appearance, but quartersawn material is reported to exhibit a distinct attractive silver grain.

**Texture:** The wood is fairly hard and has a fine and even texture.

**Odor:** There is no distinct odor or taste.

Category	Green	Dry	Unit
Bending Strength	8930	16245	psi
Maximum Crushing Strength	3850	7843	psi
Impact Strength	36	45	inches
Stiffness	1520	1958	1000 psi
Work to Maximum Load	13	17	in-lbs/in <sup>3</sup>
Hardness	-	1440	lbs
Shearing Strength	-	2024	psi
Specific Gravity	-	0.72	-
Weight	52	43	lbs/cu.ft.
Density (Air-dry)	-	45	lbs/cu.ft.

FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)

# HARDWOODS

FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)



**Movement in Service:** The timber is reported to have very poor dimensional stability. It tends to exhibit rather large movement in use, and requires careful and proper seasoning before application.

**Natural Durability:** European beech is reported to have very little or no natural resistance to attack by decay fungi and other wood destroying insects such as the common furniture beetle. Timber in old structures is reported to be readily attacked by death watch beetle. The sapwood is reported to be vulnerable to attack by the longhorn beetle.

Resistance to Impregnation

The timber is reported to absorb preservatives better than many hardwoods.

**Variability in Properties:** European beech is widely distributed across Europe and western Asia and is reported to vary considerably in strength and machining prop-

erties, according to prevailing conditions and locality of growth.

**Veneering Qualities:** The timber is sliced into decorative veneers which usually exhibit an attractive flecked figure on quartered surfaces, and broad rays on longitudinal surfaces.

**Strength Properties:** The bending strength qualities of this species in the air-dry condition are very high, far superior to those of Mahogany. Compression strength parallel to grain in the air-dry condition is high. Teak, White oak, and Hard maple have high crushing strength. It is fairly hard, resisting wear, denting, and marring fairly well. It is a heavy wood. The wood has high density.

## WORKING PROPERTIES FOR: FAGUS SYLVATICA

**Blunting Effect:** Dulling effect on cutting edges is reported to be variable, but is usually moderate.

**Cutting Resistance:** Resistance to cutting is rated as moderate, but saws may bind during conversion of green material. Burning and tooth vibration may also occur when cross-cutting tougher material. Narrow bandsawing is reported to be satisfactory.

**Planing:** Planing properties vary, but are reported to be generally satisfactory. A reduced cutting angle of 30 degrees has been recommended in planing.

**Turning:** European beech is reported to be a very good turnery wood.

**Boring:** Charring is reported to be common during boring operations.

**Gluing:** The timber is reported to glue well.

**Nailing:** The timber is fairly hard and moderately heavy and requires pre-boring.

**Polishing:** Polishing characteristics are reported to be very good.

**Staining:** The timber is reported to take stains very well, and can be dyed readily for purposes where colored wood is required.

**Response to Hand Tools:** Seasoned wood is reported to be rather difficult to work with hand tools.

**Steam Bending:** European beech is reported to have exceptional steam bending properties, even when knots and irregular grain are present. It can be bent to very small radii, which makes it particularly useful in the furniture industry.

## DRYING FOR: FAGUS SYLVATICA

**Ease of Drying:** The timber is reported to dry fairly well at a moderate rate, and requires care in air-seasoning and kiln-drying to prevent excessive shrinkage.

Shrinkage Green to 12% MC

Radial = 4.5%

Tangential = 9.5%

**Drying Defects:** The wood is reported to have moderate refractory properties and has a tendency to check, split, and distort during drying. Shrinkage can also be very substantial.

**Kiln Schedules:** Schedule D (4/4) United Kingdom

FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)

# WENGE

FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)

**Common Name:** Wenge

**Botanical Name:** *Millettia laurentii*

**Other Common Names:** Awoung, Dikela, Mibotu, Bokonge, Tshikalakala, Nson-so, Palissandre du congo, Wenge

**Common Uses:** Flooring, Heavy construction, Mine timbers, Shipbuilding, Boat building, Cabinetmaking, Musical instruments, Joinery, Furniture, Bedroom suites, Building construction, Building materials, Cabin construction, Canoes, Chairs, Chests, Concealed parts (Furniture), Construction, Desks, Dining-room furniture, Domestic flooring, Dowell pins, Dowels, Drawer sides, Drum sticks, Excelsior, Factory construction, Factory flooring, Fine furniture, Floor lamps, Furniture components, Furniture squares or stock, Hatracks, Kitchen cabinets, Lifeboats, Living-room suites, Office furniture, Organ pipes, Parquet flooring, Piano keys, Pianos, Radio, stereo, TV cabinets, Rustic furniture, Sounding boards, Stools, Sub-flooring, Tables, Utility furniture, Violin, Violin bows, Wardrobes, Xylophones

**Region:** Africa

**Country:** Cameroon, Congo, Gabon, Zaire

**Distribution:** The natural growth range of the species is reported to be the open forests of Zaire, Cameroon, Gabon, the southern regions of Tanzania, and Mozambique. It is also found in the swampy forests of the Congo region.

## NUMERICAL VALUES FOR: MILLETTIA LAURENTII

See table.

## TREE AND WOOD DESCRIPTIONS FOR: MILLETTIA LAURENTII

**Product Sources:** Some lumber from this species is reported to be available from sustainably managed or environmentally responsible sources.

The International Tropical Timber Organization (ITTO) reports that timber from this species is produced regularly but it is exported only in low volumes.

Wenge is reported to be always in limited supply on the US market. Some reasons for this are low yield from logs because of high waste from "mulot" or "heavy worm" infestation, supply problems from sources in Africa, and less demand on the market for darker colored woods. The wood is

reported to be used almost exclusively for architectural purposes such as paneling and furniture pieces. Suppliers are reported to be offering Wenge more frequently in recent years. Prices are reported to be often in the high range.

*The following species in the database is reported to have characteristics that are similar to those of Wenge:*

Wacapou (*Vouacapoua Americana*)  
Aramatta (*Diptotropis purpurea*)

*The following species in the database has been suggested as a good substitute for Wenge:*

Pao Rosa (*Swartzia fistuloides*)

**Tree Data:** The tree is described as medium sized, and attains a height of 50 to 60 feet (15 to 18 m) and a trunk diameter of 30 to 36 inches (75 to 100 cm).

**Sapwood Color:** The sapwood is pale yellow or whitish in color, and is clearly demarcated from the heartwood.

**Heartwood Color:** The heartwood is dark brown, mostly black, with fine, closely spaced, very dark veins and white lines. The combination of white bands against the dark wood with black streaks gives Wenge a very attractive appearance. Color variation between boards is reported to be moderate.

## Light and Air-Induced Changes

Exposure lightens the dark color of the wood, and lumber is reported to be occasionally left in the sun on purpose to lighten the color (sometimes requested by importers of Wenge).

**Grain:** The grain is fairly straight to slightly roey. The appearance of the wood has been described as expressive.

Category	Green	Dry	Unit
Bending Strength	12500	19500	psi
Maximum Crushing Strength	6300	10300	psi
Stiffness	2060	2360	1000 psi
Hardness	-	1630	lbs
Shearing Strength	-	2430	psi
Specific Gravity	0.72	0.91	-
Weight	72	54	lbs/cu.ft.
Density (Air-dry)	-	54	lbs/cu.ft.
Radial Shrinkage (G->OD)	-	3	%
Tangential Shrinkage (G->OD)	-	6	%

FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)

# EXOTIC HARDWOODS

FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)



**Texture:** The wood is medium to course in texture.

**Odor:** There is no distinctive odor or taste.

**Luster:** Luster is reported to be low.

**Movement in Service:** The wood is rated as fairly stable, but there are reports of significant movement in use in actual installations.

**Natural Durability:** The heartwood is reported to be durable and is resistant to termites.

Resistance to Impregnation

The heartwood is reported to be highly resistant to preservative treatment but the sapwood is treatable.

**Natural Growth Defects:** Brittle heart is

sometimes present in the wood, as are bore holes. The latter tends to reduce the volume of quality material from logs.

**Weathering:** Resistance to the harmful effects of the weather is reported to be high, which makes Wenge suitable for some exterior applications.

**Toxic Constituents:** Sawdust from machining operations is reported to cause dermatological and respiratory problems in some individuals.

**Veneering Qualities:** The porous nature of the wood is reported to make Wenge a rather difficult wood to slice. It requires smooth cutting, and quality material is reported to be rather difficult to obtain. Wenge is reported to be too heavy to be used for plywood manufacture.

**Strength Properties:** Strength properties of the timber are reported to vary with density, but bending strength in the air-dry condition is generally very high. Strength qualities in compression parallel to grain are exceptionally high. It is moderately hard and resistant to wearing and marring. Weight and density are very high. Wenge is reported to be a suitable substitute for Hickory (Carya) for the production of sporting goods.

## WORKING PROPERTIES FOR: MILLETTIA LAURENTII

**Blunting Effect:** The wood exerts medium blunting effect on cutting tools.

**Cutting Resistance:** The timber is reported to saw slowly.

**Planing:** The timber is reported to be fairly easy to work with machine tools.

**Turning:** Wenge is reported to be popular as a good turnery wood.

**Gluing:** The material is reported to be rather difficult to glue because of the presence of resin cells.

**Nailing:** The timber is described as tough and strong, and requires pre-boring in nailing, but holding characteristics are reported to be good.

**Sanding:** Sanding characteristics are reported to be satisfactory.

**Polishing:** The wood is reported to be rather difficult to polish, but satisfactory polishing results can be obtained after filling.

**Varnishing:** Varnishing properties are reported to be rather poor. Some solvent-based stains are reported to dry with difficulty.

**Response to Hand Tools:** The wood responds well to hand tools.

## DRYING FOR: MILLETTIA LAURENTII

**Ease of Drying:** The wood is fairly difficult to dry. It seasons slowly, and a fair amount of care is required in order to avoid or reduce drying defects.

**Drying Defects:** The material has a high tendency to check during drying. There is also a slight chance of distortion.

**Kiln Schedules:** T6 - D2 (4/4); T3 - D1 (8/4) United States

**T/R Ratio:** 2.00 *This indicator is more meaningful if it is used together with other drying information and actual shrinkage data in the tangential and radial directions.*

FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)

# SPRUCE PINE

FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)

**Botanical Name:** Pinus palustris

**Other Common Names:** Longleaf pine, Spruce pine, Pine, Cedar pine, Walter pine

**Common Uses:** Barge fenders, Beams, Boards, Building materials, Crossties, Decks, Decorative veneer, Docks, Dockwork, Domestic flooring, Dressed boards, Factory construction, Fiberboard, Figured veneer, Flooring, Harbor work, Hardboards, Interior construction, Joists, Lumber, Marine construction, Mine timbers, Naval architecture, Paneling, Parquet flooring, Particleboard, Planks, Plywood, Poles, Porch columns, Pulp/Paper products, Pulpwood, Raft floats, Rafts, Rail-

road ties, Rough boards/dimension stock, Rough construction, Structural plywood, Structural work, Studs, Sub-flooring, Utility crossarms, Utility plywood, Utility poles, Veneer, Wainscotting, Wharf construction

**Region:** North America

**Country:** United States

**NUMERICAL VALUES FOR:**

**PINUS PALUSTRIS**

See table.

**TREE AND WOOD DESCRIPTIONS FOR: PINUS PALUSTRIS**

**Product Sources:** It is currently unknown whether material from this species is obtainable from sustainably managed or other environmentally responsible sources.

Longleaf pine, Shortleaf pine (*P. echinata*), Loblolly pine (*P. taeda*), and Slash pine (*P. elliotii*) are reported to be so similar in structure that they are impossible to differentiate, and are usually mixed and marketed on the basis of density under the trade name Southern pine. The great-



est production of Southern pine timber is reported to originate from Georgia, Alabama, Mississippi, Arkansas, and Louisiana.

**Tree Data:** The needles and cones of Longleaf pine are reported to be the longest and largest, respectively, of all the eastern pines. The tree is typically large and matures to a height of about 80 to 100 feet (24 to 30 m), with a trunk diameter of about 24 to 30 inches (60 to 80 cm).

**Sapwood Color:** The sapwood is whitish to yellowish, orange-white, or pale yellow. Its width is variable.

**Heartwood Color:** The heartwood is described as light yellow, orange, and red. The tree is believed to develop heartwood late in its life (18 years). Slow-growth Longleaf pine usually recovered from structural timbers in pre-1900 warehouses and factories, or as sunken logs from river bottoms have a yellow heartwood after cutting, but the color turns to a deep pinkish tan to warm reddish brown within weeks because of high resin content. The sapwood usually remains yellow, but may contain blue-black sap stain.

**Grain:** The grain is described as straight, and uneven. Contrast between transition from earlywood to latewood is described as striking in its abruptness.

**Texture:** The wood is medium textured.

**Odor:** The wood has a distinct non-descriptive resinous odor, but no



Category	Green	Dry	Unit
Bending Strength	8500	14500	psi
Crushing Strength (Perp.)	480	960	psi
Maximum Crushing Strength	4320	8470	psi
Impact Strength	35	34	inches
Stiffness	1590	1980	1000 psi
Work to Maximum Load	9	12	in-lbs/in <sup>3</sup>
Hardness	-	870	lbs
Shearing Strength	-	1510	psi
Specific Gravity	0.54	0.59	-
Weight	55	41	lbs/cu.ft.
Density (Air-dry)	-	41	lbs/cu.ft.
Radial Shrinkage (G->OD)	-	5	%
Tangential Shrinkage (G->OD)	-	8	%
Volumetric Shrinkage (G->OD)	-	12	%

FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)

# SOFTWOODS

FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)



characteristic taste.

**Natural Durability:** Longleaf pine is reported to have moderate resistance to decay, but it can be easily treated with chemical preservatives which allows it to be used in exterior applications.

Resistance to Impregnation

The wood has a cellular structure that allows deep, uniform penetration, and makes incising before treatment unnecessary.

**Resin Content:** The sapwood is reported to contain about 2% resin. Resin content in the heartwood is reported to average between 7% and 10% and is even higher in butt logs and stumps, 15% and 25% respectively. Longleaf pine is also reported to be the primary source of naval stores, such as turpentine and resin.

**Strength Properties:** Bending strength of air-dried wood is high. Crushing strength, or compression strength parallel to grain, is also high. It is fairly hard, resisting wear, denting, and marring fairly well. Weight and density high.

## WORKING PROPERTIES FOR: PINUS PALUSTRIS

**Cutting Resistance:** The wood is reported to have moderate cutting resistance. Saws with long pitch have been recommended.

**Blunting Effect:** Blunting effect on cutting edges is reported to be moderate.

**Planing:** The timber is reported to respond fairly well to ordinary machine tools, with moderate cutting resistance. It planes, turns, moulds, bores, and mortises fairly well to yield generally clean finishes. High resin content may be troublesome since cutters tend to gum-up.

**Gluing:** The material is reported to glue without difficulty.

**Nailing:** Nail-holding properties are reported to be very good.

**Screwing:** Screw-holding characteristics are rated as very good.

**Sanding:** The timber is reported to have good sanding properties.

**Polishing:** Most finishing treatments are reported to be fairly satisfactory.

**Staining:** The wood is reported to respond fairly satisfactorily to most finishing treatments.

**Varnishing:** The wood takes varnishes satisfactorily.

**Painting:** The wood is reported to have satisfactory painting characteristics.

**Steam Bending:** The timber is reported to be unsuitable for steam bending applications because of its high resin content.

**Response to Hand Tools:** The timber is reported to respond fairly well to hand tools, with moderate cutting resistance.

## DRYING FOR: PINUS PALUSTRIS

**Drying Defects:** Excessive drying temperatures may cause checks, splits, and brown sapwood stains.

**Kiln Schedules:** Regular T13 - C6 (4/4); T12 - C5 (8/4)

Schedule L (4/4) United Kingdom

Different kiln schedules are recommended for very high quality stock.

**T/R Ratio:** 1.60 *This indicator is more meaningful if it is used together with other drying information and actual shrinkage data in the tangential and radial directions. (Refer to the Numerical Values window).*



FOR MORE INFORMATION ABOUT THE AVAILABLE SPECIES, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)

# DOOR CORES

FOR MORE INFORMATION ABOUT THE AVAILABLE PRODUCTS, CHECK OUT [www.alnibrasgroup.com](http://www.alnibrasgroup.com)

## HOLLOW CORE OR TUBULAR CHIPBOARD

### CHARACTERISTICS:

- ◆ Light in weight compared to the general solid wood (tubular structures can decrease 60% weight of board)
- ◆ High durability
- ◆ Fire retardant
- ◆ High level of sound-proofing (sound insulation of more than 26 decibels)
- ◆ Heat insulation; heat preservation; insulation work; thermal retardation
- ◆ Stable in dimension (no warping; non-deformable; and ametabolic)
- ◆ Smooth and good calibration
- ◆ Environmental protection (can reach environmental standards of European E1, preferred healthy door cores)
- ◆ Anti-impact
- ◆ Easy to process
- ◆ Moisture proof

### APPLICATIONS:

- ◆ Core board of all kinds of wooden flat doors
- ◆ Isolation board
- ◆ Decorative stuffing
- ◆ Furniture stuffing

## HOW ARE HOLLOW CORE DOORS CONSTRUCTED?

Hollow core doors normally feature a timber frame made out of hardwood or pine, along with solid 'lock blocks' on either side of the door to allow a handle and other door furniture to be mounted on either side of the door. The 'core' of the door is filled either with waste paper or a cardboard lattice or honeycomb. Depending on how it's constructed, this type of honeycomb reinforcement can provide a surprising amount of strength.

The outside of the door is then finished with paneling, which helps to determine how the door looks, how well it insulates and how strong it is.

## HOW DO HOLLOW CORE TIMBER DOORS PERFORM?

### SECURITY

These doors don't offer the same type of security that a solid door does, although they can be adequate as external doors providing that they're designed for that purpose.

### WEATHERPROOFING

Again, unless they're specifically designed and finished for the purpose of exterior use, hollow core doors don't offer much in the way of weatherproofing.

### SOUNDPROOFING

Sound travels easily through hollow core doors.

### COST

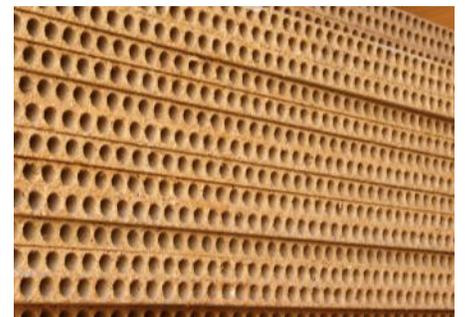
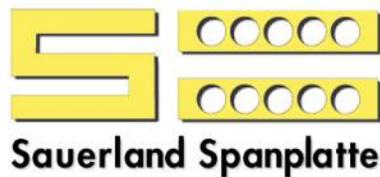
These doors are much cheaper than their solid counterparts, and are often favoured for indoor use for this reason alone.

### WEIGHT

Hollow core timber doors are much lighter than solid doors, and are therefore also much easier to install.

### THERMAL INSULATION

Hollow core doors offer only basic thermal insulation, unless they've been specifically designed with this purpose in mind..



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# PANELS

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## MEDIUM DENSITY FIBERBOARD

### DESCRIPTION:

Medium density fiberboard is an engineered wood product formed by breaking down hardwood or softwood residuals into wood fibers, often in a defibrator, combining it with wax and a resin binder, and forming panels by applying high temperature and pressure. MDF is denser and stronger than plywood and particle board with a fine and smooth surface ideal for shaping and routing. It can be easily painted, cut, machined and cleanly drilled without splintering or chipping.

MDF is typically made with urea-formaldehyde resin totaling 9% by weight. Proper care must be taken when working with MDF and people sensitive to formaldehyde emissions should consider low formaldehyde or formaldehyde-free MDF. MDF typically has densities between 33 and 50 pounds per cubic feet. It is dense, flat and stiff, has no knots, contains no voids, delivers sharp edges with no tearout and it is very well damped.

### APPLICATIONS:

All types of furniture | Storage units | Shelving | Paneling | Kitchens | Bathrooms | Toys | Cabinet doors | Drawer fronts | Internal cabinet carcasses | Display cabinets | Exhibition plinths | Exhibition furniture | Lettering and logos | Exterior signage | Exterior cladding | Boxes and casework | Table tops | Flooring | Interior decoration | Partition wall | Decorative molding | Audio speakers | Artware | Circuit board | Faced panel | Electric fan | Crib | Stationery | Sports products | Car interior decoration | Shoe heel | Skirting boards | Architraves | Packaging material | Door industry | Book covers

## HIGH DENSITY FIBERBOARD

### DESCRIPTION:

High density fiberboard or Hardboard is a type of engineered wood product made from wood or other plant fiber. It is similar to particle board and medium density fiberboard but it is denser and much stronger and harder because it is made out of exploded wood fibers that have been highly compressed and produced in either wet or dry process. The wet process leaves only one smooth side while the dry processed hardboard is smooth on both sides.

Hardboards are premium panels compared to other various wood-based panels. It is superior to natural wood and economical to use. The density of hardboard is 31 lbs or more per cubic foot (500 kg/m<sup>3</sup>) and is usually about 50-65 lbs per cubic foot (800-1040 kg/m<sup>3</sup>). Hardboard was first produced in 1924 by W. H. Mason, founder of Masonite Corp. The term Masonite is therefore often used to denote hardboard products, especially HDF. The physical and dimensional tolerances for MDF are specified in ANSI A208.2-1986.

### APPLICATIONS:

Furniture | Architecture | Indoor decoration | Loudspeaker boxes | TV boxes | Musical instruments | Vessels | Vehicles | Sport equipment | Flooring | Walls | Isolated panels | Construction | Home appliances | Cabinetry | Painting surface due to its economical price (though it must be coated with gesso or canvas before use) | Final layer in many skateboard ramps and the half-pipe Core material for laminate flooring

## COMMERCIAL PLYWOOD

### DESCRIPTION:

Plywood is a manufactured wood panel made from thin sheets of wood veneer. It is one of the most widely used wood products. It is flexible, inexpensive, workable, re-usable, and can usually be locally manufactured. Plywood is used instead of plain wood because of its resistance to cracking, shrinkage, splitting, and twisting/warping, and its general high degree of strength.

### APPLICATIONS:

- ◆ Floors, walls and roofs in house constructions
- ◆ Wind bracing panels
- ◆ Vehicle internal body work
- ◆ Packages and boxes
- ◆ Fencing
- ◆ High-end loud speakers
- ◆ Die-cutting boards
- ◆ Supporting structure for parquet
- ◆ Playground equipment
- ◆ Furniture
- ◆ Signs and fences for demanding outdoor advertising
- ◆ Musical instruments
- ◆ Sports equipment
- ◆ Wind turbine blades
- ◆ Insulation boxes for Liquefied Natural Gas (LNG) carriers
- ◆ Panels in concrete form work systems
- ◆ Floors, walls and roofs in transport vehicles
- ◆ Container floors
- ◆ Floors subjected to heavy wear in various buildings and factories
- ◆ Scaffolding materials



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