

## **BARGSTEDT at LIGNA 2013 - Highest trade fair order intake over the company's history**

**Intelligent logistics is the base for a successful furniture production with all its procedures from the supply of raw material to the delivery of the finished furniture to the customer. BARGSTEDT Handling-systeme GmbH has specialized on it and presented some of these solutions at the LIGNA.**

The LIGNA is the specialized fair for wood working. Started in 1975 and held every two years, the LIGNA has become the worldwide most important meeting place for technology and innovation around the wood working industry. For BARGSTEDT, the handling specialist in the HOMAG Group, this fair is of course the perfect stage to present the latest solutions of its own hotbed of ideas to a large audience. More than 90,000 visitors from around 100 countries made the journey to Hanover this year. And the atmosphere was excellent. About 56% of the visitors at the HOMAG Group stands arrived from abroad - a higher proportion than during the last LIGNA. Alongside Russia and Poland, neighboring countries closer to home such as Belgium, Denmark and Holland were plentifully represented at the show - not forgetting visitors from other well-established European markets such as France, Italy, Spain and the UK. There were also a good proportion of guests from the USA, the growth markets of the countries Brazil, Russia, India, China, Southeast Asia and even from more exotic locations such as Aruba, Mauritius or Greenland.

### **Top presentation at the fair with many innovation out of the BARGSTEDT hotbed of ideas**

There is no other fair in which the innovation concentration is as high as at the LIGNA. Especially in the trend of individualization in the furniture industry, new concepts are required from the suppliers to optimize essentially the flexibility and capacity utilization of a production process.

BARGSTEDT demonstrated impressively at the stands of the HOMAG Group in the halls 26 and 11 how can look such solutions for securing an economic production. Presented was for example the new collating center TLB320 in Hall 26. Operators can sort with this collating center according to different factors like changeover times, assembly order and tour plan or color, shape and material. Production orders can be changed without waiting times and commissions may be arranged individually. Also the exhibited BARGSTEDT edge circulation TFU220, an automated material transfer station in a HOMAG edgebanding machine quickened so much interests that it was sold just at the beginning of the LIGNA. A real highlight.

Another visitor magnet at the LIGNA was the plane storage system TLF411 from BARGSTEDT. This storage, exhibited in hall 26, too, demonstrates a solution for efficient logistics in the industrial production. The visitors listened very interested to the detailed description of the BARGSTEDT fair team. Starting with the possibilities of using this new storage system up to the woodStore control, no highlight of this system was omitted. A special focus of the visitors was the new suction traverse ST71. It was impressive to see how the traverse extended from the minimum size to the maximum, so the general tenor during the fair. This could clearly be seen, because the eyes of the visitors widened ever more the more the traverse approached its maximum size.

Another success was the little brother of the TLF411, the handicraft storage TLF210. BARGSTEDT hit a jackpot in the handicraft branch with the in hall 11 exhibited EDITION version. The improved version of the first at the LIGNA 2011 presented preceding model convinced the visitors at the HOMAG handicraft stand. Additionally to the known and new highlights of this storage, BARGSTEDT is able to offer the TLF210 as EDITION for a notably reduced price and that was, of course, was music to the ears of the visitors.

### **Highest trade fair order intake in the 40 years company's history**

Appearing once again as the biggest exhibitor at the world's leading fair for the woodworking industry and woodworking shops, the HOMAG Group with HOMAG City proved the pivotal attraction of the show on an area of almost 7,000 square meters.

The energy and motivation shown by BARGSTEDT from the fair preparation up to the presentation during the fair paid off. BARGSTEDT was able to obtain orders across its entire product spectrum during the LIGNA. After five busy days of rewarding and interesting shop talk and in-depth dialog with new and existing customers, BARGSTEDT returned triumphant with the best haul of orders ever closed at a trade fair.