

FLOOR FORUM



INTERNATIONAL



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ANNIVERSARY



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wood versus composite



Lamett®

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WOOD FLOORING



DOMOTEX 2019 IS OVER

FEWER VISITORS YIELD COMPARABLE TRADE FIGURES

Domotex 2019, the 'show of shows', is over. It was an event to which the big players in the industry on the sides of supply and demand had been looking forward for a whole year. For visitors, this professional meeting means an informative stroll through the market, novelties, and trends. For exhibitors, it's the very best place to promote their reputation, 'show off' their ranges, and introduce their latest products, systems, or services. We look back on Domotex 2019.

Domotex 2019 – the results

Domotex 2019 is over! Once again, the show confirmed its leading role within the carpet and floor covering market. 1400 exhibitors from 60 different countries came to Hanover to kick off the new year with success. Over 90% of the visitors were decision makers; this was confirmed by the exhibitors. 'The visitor quality was extremely high,' they said. The fact that about 70% of visitors came from abroad once again underlines the international character of Domotex as a meeting platform. The organisers noticed greater interest from architects and designers. 'Thanks to its strong international character, Domotex can be called the ultimate global market place,' was the conclusion after the show of Dr Andreas Gruchow, who is responsible for the organisation of Domotex Hanover. Sonia Wedell-Castellano, the new global director of Domotex, noticed that new partnerships were forged which would probably have been unthinkable in the past.

A mirror of reality? Yes, and more so than ever before! Just take the fall in visitor numbers which the organisers attributed directly to an ongoing market concentration. The result? Fewer decision-makers with more power to make decisions. Indeed, the post-show survey revealed that sales made by the exhibitors remained stable, but there was an increase in the number of purchases per visitor.

The exhibitors were well satisfied. 'We're delighted with the number and quality of international visitors,' said Fabian Kölliker, head of marketing at the Swiss Krono Group. Managing director Geert Vanden Bossche from the Balta Group also appreciated the show's international character: 'The carpet market is an international business. This is the best place to make relevant contacts.' Myriam Ragolle, managing director of Ragolle Rugs, also thinks it is an asset that Domotex provides for a global public in barely four days.

Create 'n Connect

The inspirational Framing Trends in Hall 9 once again proved its worth. For the second year in a row there were impressive innovations on display from manufacturers, artists, designers, and students. Architects and designers were enchanted by Framing Trends as the beating heart of the show where visitors entered into dialogue with exhibitors. Handiwork meeting point ['Treffpunkt Handwerk'] in Hall 13, with the theme of 'Gaining Ground', also attracted several designers, parquet traders, and painters. The demonstrations opened up a world of new options for professionals.

Digital tools

A lot of attention was paid to new possibilities and resources for the digital presentation of carpet and floor coverings. An attractive job for marketers and sales managers in companies. This revolved around the visualisation of all phases of the marketing mix. Solutions were also provided for retailers for the digital presentation of products in the shop.

What about trends?

With the verdict 'The floor sets the stage for any interior', the renowned designer Sebastian Herkner stressed the dominant role of floor covering in the interior. Floors determine to some extent the context in which we live and the background to our lifestyle. Framing Trends once again brought some amazingly creative innovations. 'Connectivity' was the key word at Domotex 2019.

Wood Lifecycle

One of the central attractions at the recent Domotex was the Wood Lifecycle presentation. This was a set-up designed by Total Tool Milano to portray the lifecycle of wood in seven different stages, from the tree to the recycled product. Each phase of this set-up was also the introduction of one or more products from leading top class Italian trademarks. Some of the exhibition was filled by Visionme, a company from Hanover itself which, with IUNCO, presented a package of visualisation forms of technology and distribution channels. Another attraction was filled in largely by students and artists. That generated extra involvement from the visitors.

Personalisation and digital printing

There was a clear trend to be seen in several segments towards exhaustive 'individualisation'. That ranged from carpets woven in accordance with an individually chosen pattern to scores of possibilities from digital printing. The latter can be applied to 'everything'. For instance, Karl Pedross presented possibilities of digitally printed profiles and skirting boards in which the look and feel of even protected wood sorts could be copied perfectly well. In the context of individualisation, too, Pallmann presented no fewer than 24 colours of oil primers [Colour Collection]. Others presented geometric figures or woven designs in parquet (e.g. Versailles or Ebony) by way of personalisation.

Vintage and distressed

Distressed wooden floors are still a hit. That, combined with the preference for natural materials, has become visible with qualitative parquet floors. Vintage floors made from wood with a history, such as railway sleepers or wooden construction beams: **Raftwood** was presented by **Flamingo Parket**, whilst Losan displayed Jungle Oak. There was a whole series of artificially aged floors on show from players such as **Cora Domenico**, **Arbony**, and **Houtindustrie Schijndel Chapel**. We found an authentic surface structure at the **Carcassonne** floor by **Lamett**.

An exhibitors overview

Floor Forum International



At this 31st Domotex Hanover your trade journal stand was also a place of informative relief for both visitors and exhibitors alike. In keeping with tradition, the Floor Forum stand radiated the atmosphere of a Belgian pub where you could share thoughts with others over a refreshing glass of blond Leffe and a freshly cut slice of quality Italian ham. You could also familiarise yourself with the Floor Forum trade publications (the Franco-Belgian and international magazines) and look ahead to 2019. This was the place to hatch plans, make arrangements, and conclude deals, but in a sphere slightly detached from a purely business setting. Obviously, some extra attention was

paid to the stand floor! The B:Hard, a composite parquet floor of 11mm thick with specially processed wood veneer, was supplied by the **Austrian manufacturer Stöckl Parkett and fitted by Lofra Benelux, the exclusive importer of this floor in Belgium and the Netherlands.** The fitted type was the Type Crack Crystal (grey) in 22.3 x 220cm. This floor is 100% ecological, partly through the low consumption of hardwood and the low formaldehyde content. The B:Hard is a floor with outstanding technical qualities, something which the high-traffic Floor Forum and Floor Forum International stand obviously needs. It certainly was busy at the stand! Whilst there was an impression of a considerably lower number of visitors, certainly on the first and last days of the show, there was a constant flow of visitors and exhibitors to and from the Floor Forum stand. The peace and quiet at the stand was aided by **the excellent subfloor from Mac Lean, Isosilence 1 x 10m, which was 2.8mm thick.**

Auer Metallprofile

As every year, Auer Metallprofile GmbH has presented itself at the Domotex, the world's leading trade fair for carpets, floor coverings and accessories, in Hanover with a new, larger stand. Once again, the focus of our exhibition was on profiles made of stainless steel, which are manufactured according to individual wishes and are in demand by customers from France, England, Scandinavia and the Baltic States. Furthermore, we were able to present our innovations in the field of aluminum profiles. Numerous visitors from home and abroad showed great interest in the new wall profiles, reversible stair profiles, and the extra-wide APL-transition profile. During the Domotex, the Auer sales team was able to hold interesting discussions with trade visitors,



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in outdoor areas has required very different and complex stands and accessories. The Impertek Rail System allows outdoor raised floors to be created with boards and a mixed top finish. Ideal for set-ups with large-sized stoneware tiles, Rail System is an integral part of Pedestal Line, and adds three new

elements to the complete range of Impertek supports and accessories: a joist and two types of heads, which allow stability and finishes that have been unthought of so far with ceramic stonewares. Find more at www.impertek.com.

Inpa Parket



Sometimes companies stand out more by going somewhat against the flow. The flow at Inpa Parket is clearly a little different to that of the general trend, but it is obviously bearing fruit! There seems to be a slight decline in the advance of tropical wood sorts, an advance which was all the rage ten years ago, but Inpa Parket is seeing a strong rise in demand. The limited range and the ever rising price of oak are seen as the driving forces. That means that Inpa Parket did well at the recent Domotex show. The company stood out with its exotics amongst about fifty others who were highlighting oak. And so, Inpa Parket is pleased to have gained some serious buyers since Domotex 2019.

Janser

Grinding Machine COLIBRI Lightweight with Power!



Subfloor preparation - in an easy way!

Janser introduced a new grinding system in spring 2018, which provides relief to your job. This smart grinder only weighs 35kg. With the folding guide handle, the COLIBRI is light and compact and can be easily transported upstairs in staircases. The machine has the special features of a high performance of 2.200 rpm, high torque of 43 Nm, easy tool changes with 4 different discs, competitively priced and high surface performance. To increase the pressure on the surface and for a better grinding performance, there is as an optional 10 kg additional

weight. The COLIBRI machine has a water level for setting of grinding disc, ensuring even grinding performance on each surface.

KARL PEDROSS AG



Using the motto "Saving the forest with every print!" PEDROSS presented its patented direct digital printing on skirting boards and profiles in Hanover recently. A rigorously tested technology, which joins the existing production options. Through the usage of UV-curing direct printing ink, a limitless range of motifs on various substrate base materials with a brilliant look and unique feel are now possible, completely without the digital printed foil. This means that PEDROSS can now print exclusive, protected woods, extraordinary designs and countless other individual motifs directly onto base materials such as spruce, MDF or PVC.

In addition, PEDROSS presented new, high-quality special lacquer finishes that allow an even better adaptation to a wide variety of floors. Thanks to various gloss levels, pearlescent, scratch-resistant varnishes and many other refinement options, each skirting board blends perfectly in its surroundings.

Küberit

Trade fair première: Küberit Mono-Clip



A technically sophisticated and elegant profile system

With the two-part profile system Mono-Clip, Küberit will be presenting the first system for laminate, parquet and hardwood flooring at the industry trade fairs in January. Due to its very narrow structure, it looks incredibly delicate and at the same time enables an expansion joint of 13 mm. A new clip technology makes it even easier and faster to process than before. Thanks to this innovative profile structure, Mono-Clip offers up to 60% more benefits than conventional systems.

13 mm expansion joint, 8% smaller visible surface

"End customers preferably want elegant, narrow profiles that are as stable and durable as the well-known classics. The new two-part Mono-Clip profile system fulfils these requirements: For example, at just 31.5 mm, the connecting profile has an 8% smaller visible surface while remaining highly functional, but at the same time also has an optimised expansion joint measuring 13 mm," says Lars Maier, head of the Germany Sales division, explaining the new system.

Impertek

RAIL SYSTEM

THE IMPERTEK SYSTEM OF SUPPORTS FOR MIXED TILE AND DECKING FLOORS



Rail System is the new system of Impertek products to install decking boards, and stonewares or slabs made of stone and ceramic, of any shape and size. So far, the raised laying of tile floors and decking in outdoor areas has required very different and complex stands and accessories. Even with the most complete mixed systems, which allow adequate accessories to be used, installation with joists has always been unthought of for ceramic and stone products, especially if they are large or have particular shapes. As from today, the Impertek Rail System allows outdoor raised floors to be created with boards and a mixed top finish. Ideal for set-ups with large-sized stoneware tiles, Rail System is an integral part of Pedestal Line, and adds three new elements to the complete range of Impertek supports and accessories: a joist and two types of heads, which allow stability and finishes that have been unthought of so far with ceramic stonewares. Rail is a new joist developed to attach itself to the heads of the Pedestal Line supports: made of lightweight, resistant aluminium, together with the MegaMart supports, it guarantees a capacity and solidity that cannot be compared to that without the joist.

The second great news is Click Rail Head, the new head for the MegaMart line, which is rapidly fitted to the aluminium profile, thereby guaranteeing maximum stability and safe installation.

Lastly, the new Top Rail AS Heads have a generous diameter of 120 mm in which to host ceramic stonewares of any size, thereby ensuring maximum acoustic performance thanks to the soft anti-shock and anti-slip AS rubber, designed for soft and safe support in every situation. The upper wings, 10 mm high and 2 or 4 mm thick, allow precise and elegant grouting and thanks to their pre-cuts, they can be easily removed for installation along the perimeters or in case of end-to-end installation. The lower part of the Top Rail AS Heads are fitted with two hooks that allow them to be secured to the joist, but simultaneously they can slide longitudinally so as to be easily aligned in the right position. When setting up the raised floor with the Balance Line supports, which can be adjusted between 25 and 392 mm, and with a self-levelling head, we immediately noted that the aluminium is designed with a lower silhouette that fits perfectly on the self-levelling head wings. Once the stands are positioned on the ground and adjusted in height, simply and rapidly engage the Rail joists on the wings: the Balance head will automatically adjust the slope and, above Rail, we will position the new Top Rail AS Heads and the final flooring in ceramic or wood. On the other hand, if we prefer creating our outdoor floor with the MegaMart Line supports, with a capacity of 1000 kg and a height

ranging between 35 and 1020 mm, we can use the new Click Rail Head, which is applied directly to the support. In this case also, once the supports are positioned on the ground and the height is adjusted, simply place the Rail joists on the Click Rail Heads and, above them, place the Top Head AS Heads for the ceramic tiles or the wooden flooring directly. **More info at www.impertek.com**

KARL PEDROSS AG



Directly on the skirting board and/or profiles: PEDROSS gets up close and personal with innovative digital printing technology. KARL PEDROSS AG introduces direct digital printing onto skirting boards and profiles as part of its production and presents the impressive technology in a multi-faceted manner at Domotex 2019. At the same time, the high-quality special lacquer finishes are a real eye-catcher. Laces (Italy), 16th January 2019. Incredibly realistic and sustainable: Using the motto "Saving the forest with every print!" PEDROSS displays in Hanover the limitless possibilities of digital printing and demonstrates what its in-house direct printing technology can achieve. The new special lacquer finishing possibilities, which expand the portfolio of the market leader in veneered skirting boards, are also among the highlights of the trade fair appearance. With the patented direct digital printing on skirting boards and profiles, a new and rigorously tested technology is now ready to join the existing production options. Through the usage of UV-curing direct printing ink, a limitless range of motifs on various substrate base materials with a brilliant look and unique feel are now possible - completely without the digital printed foil. This means that exclusive, protected woods, extraordinary designs and countless other ideas and individual designs can now be printed directly onto base materials such as spruce, MDF or PVC. In addition, PEDROSS adds the finishing touch to its wide product range with exclusive special lacquer finishes. Through innovative lacquer applications, the veneered profiles can be better adapted to a wide variety of floors. Moreover, thanks to various gloss levels, pearlescent, scratch-resistant varnishes and many other refinement options, each skirting board blends perfectly into the room and contributes to a harmonious living environment. "For a progressive company like PEDROSS, Industry 4.0 is currently a leading theme, as high demands will continue to be placed on the production of skirting boards in the future: They must be produced intelligently, dynamically, efficiently and 'green'", explains Managing Director Martin Pedross. "At Domotex we gave you an insight into what this future could look like. Modern machine plants and new technologies are the goals, but the environment also has to be at the top of the agenda."