



Jai Industries



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I would not call the 2012 out rightly an excellent year or a gloomy period. I would term it as a 'TRICKY' year.

? Can you please give us an overview of the range of products that will be on display in the forthcoming INDIAWOOD 2012 Expo? Shall we get an opportunity to view some innovative products or technology?

Jai Industries has always believed in satisfying its wood industry customer, for the simple reason of customer spending his valuable time, money and efforts in coming to Indiewood expo. We try to display all the important machines in all our categories. Many of them are demonstrated in full working conditions, particularly new models. A big team of our expert engineers and salespersons, including our regional sales partner remain

present to satisfy all customer queries.

This year we are bringing all in all more than 70 machines, big and small. 37 in 'WudPro's woodwork category, similar number in Panel-process category; including our ranges of Modula, SCM and Turanlar. JAI has always launched its new machines and models at Indiewood Expos. This time too, customers will see a lot of new launches. 'Pride of India' range, which has Euro-precision machinery made-in-India by Jai Industries, is enriched with new machines like new / improved CNC Router and Edgebanders in high-end segment as well as a very affordable auto edge bander J-4000.in! An excellent Roller Press and a Vacuum Membrane Press is also being

launched here. There are new woodwork machines in standard WudPro range as well, like 'Trio' a 3-side Thickness planer, 24" Combiplaner with 2 folding tables, new SurfoMax model of 18" x 72", new models of Tilting Arbour Circular Saw, Radial Saw, Chain & Chisel Mortaiser (combo) and Tenomac etc.

There are new machines in Modula, SCM and Turanlar ranges as well. So, as always - JAI Enclave at IndiaWood will be the most happening place in Bangalore. You'll not be disappointed.

? In your opinion, what could be the challenges and opportunities offered by the Indian Market in the forthcoming year?

I would not call the 2012 outrightly an excellent year or a gloomy period. I would term it as a 'TRICKY' year. The market conditions are volatile due to

global and Indian economic scenario, Euro and Dollar situation; particularly in export & import machinery. But the same situation becomes an opportunity, if viewed from Indian manufacturers' point of view. Politically the policy paradigm is unpredictable, unreliable. But again, the urban infrastructure growth and new technology developments offer new windows of opportunities.

Even during the last couple of years, much upheavals has been registered in our wood and panel related industry. Good prospects attracted many competitors, but finally now it has settled down to a few serious players. Only the best and fittest can survive and grow in this scenario and we are happy that we are amongst the leading companies there. Generally speaking, a company has to apply strategic planning and progress accordingly, then you can grow in this tricky times.

COMPANY PROFILE

JAI is considered the industry leader in wood-work m/cs' category, it is gaining same position in the panel-process industry. Most professional company to deal with in India, JAI has expanded markets for all with its efforts & innovations. It has one of the biggest dealer networks, providing fast deliveries & best services. JAI holds the largest sales & installation record and its machines are exported to many continents. 'Jai Panwood Grand' is Asia's biggest machine-mall of it s kind.