



PROGRAMME FOR THE 6th CONFERENCE OF ESTONIAN FURNITURE MANUFACTURERS 2017

FIRST DAY (THURSDAY) – whole day

26 October 2017, V Spa Hotel & Conference Centre, Riia 2, Tartu 51004, Estonia www.vspahotel.ee

Registration: 9:30–10:00 **Programme 10:00–16:30 (17:00)**

Free time (V Spa Hotel & Conference Centre, Tartu): B2B meetings + inspecting the building (free time)

Evening reception and thank-you event at: 19:00–21:00 (22:00) (Furniture Industry Gala 2017)

(only evening participation 50 euros)

Moderator: Raivo Vare

Simultaneous interpretation available on site: EST-ENG-EST

Conference project manager (Herkki Kitsing): 518 0068, konverents@furnitureindustry.ee

Registration: emk.furnitureindustry.ee (online registration for the 2017 conference is open)

NB! There may be changes to the conference schedule over the coming weeks; the titled presentations specified below have been pre-confirmed.

SECOND DAY (FRIDAY) – visiting companies in the vicinity of Tartu (first half of Friday – ARENS)

Coffee break and gathering	9:30–10:00
Opening speeches – ERKI SAVISAAR, PARLIAMENT OF ESTONIA, Member of the Riigikogu	10–15 min
Module I: sales, the market and manufacturing (statistics)	TIME
<ul style="list-style-type: none"> • “Overview of the surveys of industrial companies and the state and future outlook of furniture industry” presentation: Margus Maspanov, (Swedbank, Corporate Customer Manager, processing industry) Estonia • Overview of Estonian Furniture Industry 2017 (financial results of the furniture industry in 2016) presentation: Eve Järve, Director of Marketing Solutions/CMO, Creditinfo Eesti AS, Estonia 	10:15 20 min + 20 min
<ul style="list-style-type: none"> • Global challenges with European solutions: the fundamental role of EFIC presentation: Roberta Dessì, Secretary General, Brussels + (EFIC Board member Mr Egil Sundet, NORWAY) 	10:55 (30 min) 11:25
Coffee break	15 min
<ul style="list-style-type: none"> • CSIL latest world furniture outlook 2017 (global furniture report) presentation: Matteo Grigolini, CSIL Researcher, ITALY "World furniture outlook 2017/2018", outlook for 100 countries, July 2017 • How to compete internationally when you are not the cheapest? presentation: Krista Petersone, Export Advisor, Gateway & Partners, Latvia 	11:40–12:10 (30 min) 12:10–12:30
Lunch buffet Module II: labour, area specifics and tax changes	12:30–13:15 (45 min)



<ul style="list-style-type: none">• Industry policy and involving foreign labour (Ministry of Economic Affairs and Communications) Presentation: Silja Lipp, Head of Entrepreneurship Division, Economic Development Department, Estonia	13:15–13:45 (30 min)
<ul style="list-style-type: none">• Copying furniture design vs. limits of industrial property protection. Practical issues presentation: Margus Sarap, European patent attorney, European trademark and design attorney, Estonia	13:45–14:15 (30 min)
<ul style="list-style-type: none">• Changes to the tax laws 2017–2018 presentation: Jüri Haamer, Chief Specialist, Tax and Customs Board, Estonia	14:15–14:45 (30 min)
Coffee break	15 min
Module III: development of manufacturing, special solutions and recommendations for increasing profitability	
<ul style="list-style-type: none">• (Furniture) Industry 3.0 or 4.0: the reality of digitalising industry Presentation: Kalev Kaarna, Manager, centre of competence Tsenter, Estonia	15:00–15:25 (25 min)
<ul style="list-style-type: none">• Using special solutions in manufacturing Presentation: Artur Abels, member of the management board, SmartStuff OÜ, Tartu	15:25–15:50 (25 min)
<ul style="list-style-type: none">• Virtual factory. Design and development of the manufacturing process in the virtual environment presentation: Marko Kokla, Management Consultant, Virtuaaettevõtte OÜ, Estonia	15:50–16:15 (25 min)
<ul style="list-style-type: none">• How have Lithuanian furniture companies doubled their profit? presentation: Nerius Jasinavicius, CEO, UAB "TOC sprendimai", Lithuania	16:15–16:40 (25 min)
<ul style="list-style-type: none">• Summary of the conference presentation: to be specified (Raivo Vare)	16:40–16:50 (17:00) (10 min – max 20 min)