



Bologna Fiera, March 14 -18, 2006

SIPPO Pavilion
Hall 35 - booth A11 B12

with companies from:

Argentina, Bolivia, Bulgaria, Ecuador,
Macedonia, Peru, Romania and Serbia-Montenegro

promoted by



The Swiss Import Promotion Programme (SIPPO), under the patronage of the state secretariat for economic affairs of the Swiss government (seco), aims at supporting small and medium-sized enterprises (SMEs) from emerging markets and markets in transition to access the Swiss and EU markets as well as it helps Swiss and European importers to find the right partner in emerging markets and markets in transition.

SIPPO's activities focus on five main goals:

- To inform the Swiss and EU importers on new market sources
- To include trade institutions and business branch associations in the trade promotion process
- To increase the competitiveness of small and medium-sized enterprises in selected partner countries
- To develop the manufacturing and exporting skills
- To establish qualified trade contacts between SMEs from emerging markets and markets in transition and the Swiss and EU import economy

Repeated participations at selected international trade fairs are a prerequisite for future success and a major milestone in the trade promotion process

SIPPO is sponsoring a collective booth at SaieDue 2006 in Bologna Fiera offering selected manufacturers a prime marketing platform.



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Patronage
seco – State Secretariat for Economic Affairs, Bern, Switzerland
www.seco.admin.ch

Company	GMF Latinoamericana S.A.
Address	Eust. Frías 67 A4406ACA Salta
Phone	+54 387 421 21 21
Fax	+54 387 421 21 21 ext. 12
E-Mail	info@gmfsa.com; stephan.martini@t-online.de
Website	www.gmfsa.com
Contact	Ms. Virginia Berisso, Marketing Argentina Mr. Stephan Martini, Sales Europe
Products	Flooring in general, materials for panelling and flooring, staircases for interiors, wood flooring

GMF Latinoamericana S.A. was found in 2003 by Swiss and German investors and acts as a forest management company, as a timber trader and as a producer of sawn timber as well as raw and finished, massive parquet strips and edge glued panels made for kitchen tops, furniture and staircases.

GMF has currently started exportation and has gained first experiences with export to Germany, The Netherlands, Switzerland and Italy. The provided timber species are extraordinary hard and suitable for a multitude of demanding purposes, which require excellent technical as well as visual characteristics.

FSC certification has started and GMF is looking forward to deliver first FSC-certified volumes at the beginning of 2007.

Company	JOLYKA BOLIVIA S.A.
Address	Zona El Paso P.O. Box 4829 Cochabamba
Phone	+591 (4) 428 73 41 / +591 (4) 429 60 84
Fax	+591 (4) 413 27 21
E-Mail	sales@jolyka.com.bo; lydiavrsalovic@yahoo.com
Website	www.jolyka.com
Contact	Ms. Lydia Vrsalovic
Products	Wood flooring, flooring in general, wooden bathtub, moldings, parquet

Jolyka is dedicated to the production of high quality hardwood flooring. It's main product is pre-finished or pre-oiled engineered flooring in Brazilian cherry, cumaru, santos mahogany, goncalo alves, white goncalo alves, tiete rosewood and others.

Jolyka was the first industrial company receiving FSC certification in Chain of Custody in Bolivia. Certification Nr. SW-COC-021. All engineered hardwood floorings are FSC certified.

Jolyka exports all its products mainly to the USA and Germany.

Company	NEWSAID LTD – NS PARQUET
Address	37 Gladston Str. 4000 Plovdiv
Phone	+359 (0) 32 642 284
Fax	+359 (0) 32 642 284
E-Mail	sales@nsparquet.com
Website	www.nsparquet.com
Contact	Mrs. Stoilova Diliyana, Head of Sales Departement Mr. Yovchev Emiliyan, Sales Manager

Products	Materials for panelling and flooring, flooring in general, wood flooring, natural flooring materials, parquet, moldings, frieze
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NEWSAID LTD was established in 1990 and is now a leading Bulgarian producer of wooden floors and wooden elements for furniture and the panel industry. The main wood types that we use are European hardwoods.

NS PARQUET is our trade mark for wood floorings. The majority of our products are exported to EU countries.

The company started on 05.10.2005 to prepare itself for the ISO 9001 certification.

Company

Address

Phone

Fax

E-Mail

Contact

Maderas Elaboradas Acoplomadel Cla LtdaAvenida 6 de Diciembre y Santa Lucia lote 129
Quito

+593 02 248 33 59

+593 02 247 86 74

madel@andinanet.net

Mr. Vicente Rios Cordova, General Manager

Products

Battens and rods, mouldings, profiles, solid wood
parquet, 3-layer parquet, flooring, planks, doors
and door frames, stairs**Company**

Address

Phone

Fax

E-Mail

Website

Contact

INMAIA S.A.Av. fco de Orellana. Ed. Las Cámaras of. 303
Guayaquil

+593 4 268 27 96

+593 4 268 27 95

inmaia@telconet.net

www.inmaia.com.ec

Mr. Vicente Izquierdo, General Manager

Products

Teak and Balsa wood products, solid wood pa-
nels, moldings, furniture parts, elements

Company	BORDING Dooel
Address	Kej 30 Avgust 14 2310 Vinica
Phone	+389 33 360 400
Fax	+389 33 361 471
E-Mail	bording@mt.net.mk
Website	www.bording-timber.com
Contact	Mr. Marjan Kostadinov, Owner
Products	Beech lumber and elements, parquet and briquettes, wood flooring, wood frames

Bording Dooel (established in 1996) is the biggest producer of beech lumber, elements and massive parquet in Macedonia.

Our main products are beech lumber and elements, beech massive parquet and briquette. We cut around 1500 m3 per month and produce around 6000 m3 lumber and elements per year.

90% of the production is for foreign markets. The raw material (logs) are from legal country sources.

Company	Mebel Inzineriing
Address	Goce Delcev 81 2000 Stip
Phone	+389 32 386 070
Fax	+389 32 396 070
E-Mail	mebel@mebel.com.mk
Website	www.mebel.com.mk
Contact	Ms. Jordeva Tatjana, Marketing Manager
Products	Entrance doors, folding doors, sliding doors, wood doors and windows, moldings, panels

Mebel Inzineriing was found in 1947 and it was the first factory for manufacturing wooden windows, doors and furniture in the south eastern region of Macedonia.

Today Mebel Inzineriing is a private company with over 90 employees and a highly advanced manufacturing technology. The total area is 40'000m2 with 5000m2 of covered space. We have a production capacity (wooden windows and doors) of 100 units per 8 working hours.

We look forward to collaborate with distributors for free areas or interested producers in semi products and joint ventures. We secure best quality of the final products by carefully selecting the raw materials and looking after all details during the manufacturing process.

Company**Inter Trading SRL**

Address

Carretera Manantay km 4.200

Pucallpa

Phone

+511 615 770 70 / +511 978 99 249

Fax

+51 615 770 70

E-Mail

intertrading6699@yahoo.com

Contact

Mr. Leopoldo Villacorta, General Manager

Products

Hard wood decking, mouldings, sawn wood, panels, frize

Inter Trading is a producer and exporter of tropical wood in Peru. Our main products are decking of cumaru, mouldings (mainly of the virola specie) and sawn wood such as cedar, marupa and other tropical species.

Our company is looking forward to work with WWF and managed forest areas. We encourage our suppliers to respect the planning in handling the forest down to the final trading of the wood. This is the reason why Inter Trading SRL guarantees the protection of the forest with an adequate protection and development of wood.

Company**Maderas Peruanas SAC**

Address

Av. Colonial

1880 Lima

Phone

+51 1 336 67 50

Fax

+51 1 336 67 48

E-Mail

mapesa@@terra.com.pe

Website

www.maderasperuanas.com

Contact

Ms. Isabel Montero de Franchini,
Chief Executive Officer

Mr. Fernando López, Sales Manager

Products

Parquet, floorings, moldings, panels, frize, dowls, AD, KD sawn lumber, cut to size lumber

Company	SC MONTANA INDUSTRY SRL
Address	Drumul Taberei Street Nr. 38, Bl. OD 4, Sc. 5, Ap. 167, Sector 6, Bucharest
Phone	+40 745 136 131
Fax	+40 217 256 328
E-Mail	office@bursaforest.ro ; gigi_cretan@yahoo.com
Website	www.bursaforest.ro
Contact	Mr. Cretan Gheorghe, Sales Manager
Products	Materials for panelling and flooring, upholstery and wall covering wood profiles and semi-finished products, different species of sawn timber, other products after demand

SC Montana Industry SRL was established in May 2003. For the moment the company has 14 workers and has a turnover of about 110.000 Euro per year.

The raw material is from ROMSILVA (National Administration of the State) at auctions. The company has the possibility to intermediate different business.

Company	AZI SRL
Address	1 Decembrie 1918 Nr. 42 610212 Piatra Neamt
Phone	+40 233 220 420
Fax	+40 233 220 416
E-Mail	office@woodwindow.ro
Website	www.woodwindow.ro
Contact	Mr. Ifrim Dorin, Sales Manager
Products	Lamellar wooden profiles for windows and doors, massive boards for joinery and lamellar wooden profiles for constructions.

AZI srl Piatra Neamt has a significant tradition in wood processing, which started at the beginning of the 20th century as a small family business. We continuously developed our business, following the tradition of our region in the wood processing and observing the preservation of the forest.

In 2004 we renewed the factory's technology and equipment. Therefore we have new equipment and machinery observing the latest technical and ecological production standards.

Company**SC Carierele Poieni SRL**

Address

Nichita Stanescu Nr. 1

3400 Cluj-Napoca

Phone

+40 264 433 014

Fax

+40 264 433 001

E-Mail

cariere_p@rdslink.ro

Website

www.woodenproducts.ro

Contact

Mr. Cosmin Coroiu, Manager of Quality

Ms. Cristina Man, Chief of Commercial Department

Products

Battens and rods, sawn timber, worktop panel, lath floors / floor grids, beams, wooden ceilings, sub-structures, solid wood planks, wood doors, structural elements of wood, stairs, wood for profiles, variate wooden houses, saunas, furniture for garden and moulding

The company Carierele Poini is a private middle-size company dealing with wood exploitation and processing. The wood products, being diversified every year, have found the external sales market from Holland, Italy France, Spain, Germany and Hungary. In our manufactory we execute: Interlocked-beam houses for gardens and camping's, garden tables and benches, houses for children, small deposits for garden tools, dog houses, simple surroundings, wainscoting and floors, all on the basis of customers projects or on our own projects.

Company**Danycol Lorent SRL**

Address

Eroilor nr. 6, Bl. 15, sc.C, ap 4

735100 Husi Vaslui County

Phone

+40 235 480 100

Fax

+40 235 480 818

E-Mail

scdanycolsrl@yahoo.com

Contact

Mr. Romica Lorent, Owner

Products

Sawn timber, semi-finished products, packages, pallets, glued and finger joint panels for different uses, trises for parquet, other products confirming the client order

The company was established in 1991 with forest exploitation and primary wood processing (sawn timber). In 2005 the company developed the line production for finger joint panels especially after the participation at Interzum fair. With this new investment the company has created 55 new jobs.

Company**Enterijer Jankovic**

Address

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21000 Novi Sad

Phone

+381 21 400 401 / +381 21 400 812

Fax

+381 21 301 545

E-Mail

ejankns@ptt.yu

Website

www.enterijer-jankovic.co.yu

Contact

Mr. Bozo Jankovic, General Director

Ms. Mira Milivojevic, Translator

Products

Doors in general, entrance doors, domestic internal doors, fire-stop heavy doors, wood doors and windows, block system doors and windows

We have 250 employees and over 10'000m2 of facilities for production. Our company has always been punctual as far as delivery terms are concerned and it has also reached a point in highest quality and striking appearance of its products which is a result of our philosophy of manual wood treatment and its unique aesthetic design.

The most contemporary production technology with systematic control of every segment in production process, makes our product a warranty of special values of your home.

ASSOCIATIONS

Argentina

Association	Asociación Forestal Argentina (AFOA)
Address	Bmé.Mitre 1895 Piso 2C C1039AAA Buenos Aires
Phone	+54 11 4375 6154
Fax	+54 11 4375 6154
E-mail	correo@afoa.org.ar
Website	www.afoa.org.ar
Contact	Ing. Manuel Climent, President

Bolivia

Association	Ceprobol - Export Promotion Center
Address	Calle Mercado No. 1328, Edificio Mariscal Bavillian, Piso 18, P.O. Box 10871
Phone	+391 (2) 233 6996, 233 8084
Fax	+391 (2) 233 6996
Contact	Franklin F. Alcalá Pommier, Export Dir.

Bulgaria

Association	Branch Chamber of Wood Processing and Furniture Industry
Address	20. F. J. Curie St. office 810 1113 Sofia
Phone	+359 2 963 4299
Fax	+359 2 963 4299
E-mail	timberchamber@sinetbg.com
Contact	Genoveva Hristova, General Manager

Ecuador

Association	CORPEI - Export Promotion Corporation
Address	Av. Amazonas 100, Piso 8 Quito
Phone	+593 2 246 06 06
Fax	+593 2 246 06 05
E-mail	vescuder@corpei.ec
Website	www.corpei.org

ASSOCIATIONS

Macedonia

Association	Association for wood processing and production of furniture
Address	Economic Chamber of Macedonia Dimitrie Cupovski 13 1000 Skopje Republic of Macedonia
Phone	+389 2 3118 088
Fax	+389 2 3116 210
E-mail	ic@ic.mchamber.org.mk
Internet	www.mchamber.org.mk

Peru

Association	Prompex
Address	Augusto Tamayo 160 – 4th floor San Isidoro, Lima 27
Phone	+511 222 12 22
Fax	+511 221 55 33
E-mail	prompex@inei.gob.pe
Internet	www.prompex.gob.pe
Contact	Ricardo Duenas, Wood Products Division

Romania

Association	Romanian Forestry Association - ASFOR
Address	46A, Pipera Street 7400 Bucharest 2
Phone	+401 232 1010, 22
Fax	+401 232 1072
Contact	Ioan Sbera, President Corneliu Colev, Executive Manager

Serbia - Montenegro

Association	Chamber of Commerce and Industry of Serbia
Address	Wood processing division 13-15 Resavska St.
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— swiss import —
promotion programme

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