

SIPPO presents

September 4 - 6, 2005

# Garden Furniture

from Bolivia, Bulgaria, Ghana, Romania and South Africa

## Hall 11.1 C51 / D 050



**sippo**   
 — swiss import —  
 promotion programme

Swiss Import Promotion Programme  
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Patronage:  
 seco, State Secretariat for Economic Affairs, Berne

The Swiss import promotion program from emerging markets and markets in transition was launched in 1982 and aims to help small and medium-sized enterprises (SME) to gain access to the Swiss and EU markets.

SIPPO's activities focus on five main goals:

- Increase in the competitiveness of small and medium-sized enterprises in selected partner countries
- Development of manufacturing and exporting skills
- Inclusion of trade institutions and business branch associations in the trade promotion process
- Increase in qualified trade contacts between small and medium-sized enterprises from emerging markets and markets in transition and the Swiss and EU import economy
- Information for the Swiss and EU import economy on new market sources

Repeated participation at selected international trade fairs is a prerequisite for future success and a major milestone in our trade promotion process.

## ROMANIA

Company: **S.C. TAT srl.**  
Address: Posta Veche St. 136  
RO-800134 Galati  
Phone: +40 236 46 31 54, +40 744 54 50 90  
Fax: +40 236 46 42 58  
E-Mail: [tatro@artelecom.ro](mailto:tatro@artelecom.ro)  
Contact: Alexandru Trusan, Lizuca Trusan  
Personnel: 38  
Production: Outdoor furniture in solid wood. Major species used are pine and fir as well as beech, oak and acacia.  
Customers: DIY Stores  
Exports: Germany, Holland, Belgium, Italy



## SOUTH AFRICA

Company: **Petersens's (Pty) Ltd.**  
Address: Unit I Berkley Square, Reyger Road  
N'Dabeni 7405, Cape Town  
South Africa  
Phone: +27 21 510 72 32  
Fax: +27 21 510 39 25  
E-Mail: [export@petersens.co.za](mailto:export@petersens.co.za)  
Internet : [www.petersens.co.za](http://www.petersens.co.za)  
Contact: Gary Edgar Petersen, Managing Director  
Personnel: 10  
Production: Design and manufacture of freestanding contemporary garden furniture in timber and stainless steel.  
Customers: Retailers of garden furniture and the contract market (procurement companies for hotels, restaurants and spa's)  
Exports: Switzerland, Saudi Arabia  
Certificate: ISO 9001: 2000



The promotion and support of sustainable forest production and certification of raw materials are an important criteria for the admission in the SIPPO wood program.

## BOLIVIA

Company: **United Furniture Industries S.A.**  
Address: Carretera a Copacabana Km, 5,5 No. 400  
Ciudad de El Alto, La Paz, Bolivia  
Phone: +591-2-215 44 51 / 215 44 67  
Fax: +591-2-215 44 49  
E-Mail: marteaga@unitedbolivia.com  
Internet: www.unitedbolivia.com  
Contact: George Satt, CEO  
Personnel: 800  
Production: Production of interior and outdoor wooden furniture, doors, flooring & decking, turn and carved pieces; capacity to develop any design. Garden furniture made of Bolivian hardwoods. 13 different woods available like Jatoba and Cumaru. Extremely durable and dense, they are considered some of the most high quality woods for long-lasting outdoor use. White Cumaru will initially darken if left untreated and gradually fade to a lovely silver grey.  
Customers: Retail chain, wholesalers  
Exports: France, USA, Netherlands, Spain  
Certificate: FSC: SW-COC-1044



Company: **Sinature srl.**  
Address: Av. Meneses s/n, Zona El Paso  
Cochabamba, Bolivia  
Phone: +591 - 707 215 70  
Fax: +591 - 442 410 50  
E-Mail: Bolivia@sinature.net  
Internet: www.sinature.net  
Contact: Ricardo Alanes  
Personnel: 40  
Production: Outdoor garden furniture, 100% FSC tropical wood like Jatoba and Paquito, very hard and resistant wood, long lasting and resistant to weather changes. Modular Design to be easily adapted in any garden; comfortable ergonomic design. German quality standards used in every phase of production.  
Customers: Importers, distributors, exclusive design companies  
Exports: Belgium, Germany  
Certificate: FSC: IMO-COC-23452



## BULGARIA

Company: **The OAK Line Ltd.**  
Address: 95 Evlogy Georgiev Blvd.  
BG-1000 Sofia  
Phone: +359 2 8888 1 86 81  
Fax: +359 2 986 32 13  
E-Mail: info@theoakline.com  
Internet: www.theoakline.com  
Contact: Nikolay Takuchev, owner  
Production: Unique home and garden furniture made of hard wood – oak, wild cherry etc. Striving to preserve the world forests, only reclaimed timber is used.  
Customers: Private homes, gardens, bars and restaurants



## GHANA

Company: **New Form Furniture & Construction Company Ltd.**  
Address: P.O. Box 1873, Cantonments Accra Ghana  
Phone: +233 21 77 99 38, 77 94 90  
Fax: +233 21 77 94 89  
E-Mail: ritaelhage007@hotmail.com  
newformfurniture@myzipnet.com  
Contact: Rita El-Hage, Executive Director, Designer  
Lucian El-Hage, Director  
Personnel: 45  
Production: Outdoor furniture. A speciality are garden furniture made of Iroko (Odum) wood, also called West African teak. Like teak it darkens with age in shady conditions but bleaches in the sun and makes beautiful material for outdoor furniture.  
Customers: Corporations, academic institutions, ministries, banks, hotels, UNICEF etc.  
Exports: Spain



## GHANA

Company: **EcoCraft – Samartex Timber & Plywood Co. Ltd.**  
Address: P.O. Box 1  
Samreboi, Ghana, West-Africa  
Phone: +233 394 22 001  
Fax: +233 394 22 015  
E-Mail: [ecocraft@samartex.com](mailto:ecocraft@samartex.com)  
Internet : [www.ecocraft.org](http://www.ecocraft.org)  
Contact: Kurt Ditz, Managing Director  
Bauer Julia, Head of Department,  
Design & Marketing  
Ulrich Stephan, Production Engineer  
Personnel: 15 Craftsmen, 6 Apprentice  
Production: Garden Furniture, natural garden objects,  
design furniture, accessories, African handi-  
crafts. Timber used e.g. Kusia, a beautiful  
golden-yellow wood, which gives a pleasing,  
glowing finish. Naturally high oil content gives  
durability and superb water resistance. The  
hardwood weathers to a very pleasant silver  
grey if left unoiled. Sustainability of the natu-  
ral resources is strictly followed. All logging is  
highly selective, strictly monitored and con-  
forms to high environmental standards.  
Customers: Retail-shops, timber customers  
Exports: Germany, Italy, Spain, USA



## ROMANIA

Company: **Adisan SA**  
Address: 14, Lucretiu Patrascanu St.,  
030508 Bucharest, Sector 3  
Phone: +40-21-255 23 50  
Fax: +40-21-255 26 38  
E-Mail: [ibabin@acs.ro](mailto:ibabin@acs.ro), [adisan@acs.ro](mailto:adisan@acs.ro)  
Contact: Irina Babin, Roxana Stana,  
Alexandru Babin, Casile Shioapu  
Personnel: 600  
Production: Adisan is one of the most important garden  
furniture producers in Eastern Europe. The  
furniture is made of Robinia (acacia) wood,  
the only European hardwood as resistant  
as teak, highly weather resistant. Adisan  
has developed an environment friendly  
treatment for the wood. The iron frames  
are zinc galvanized and powder coated by  
electrostatic process or thermally zinc coated.  
Customers: Wholesalers, importers, hypermarkets,  
retailers. Furniture suitable for gastronomy  
and private use.  
Exports: Austria, Germany, Italy, Switzerland, Hungary

