

INTERZUM 2005

April 29th – May 03rd Cologne,
Germany

SIPPO – Pavillon
Hall 13.1 - booth B21, C36
with companies from

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

promoted by

sippo 
— swiss import —
promotion programme

The Swiss Import Promotion Programme (SIPPO), under the patronage of the state secretariat for economic affairs of the Swiss government (seco), aims at helping 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 INTERZUM 2005 in Cologne offering selected manufacturers a prime marketing platform.



SIPPO – Swiss Import Promotion Programme
Stampfenbachstrasse 85
P.O. Box 492
CH-8035 Zurich
Switzerland

Phone +41 44 365 52 00
Fax +41 44 365 52 02
Email info@sippo.ch
Website www.sippo.ch

Patronage

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

Company **Enrique R. Zeni & CIA SA**
Address Samiento 459 2nd floor
C1041AAI Buenos Aires
Phone +54 11 5811 5000
Fax +54 11 5811 5022
E-Mail bertagni@zeni.com.ar
Website www.zeni.com.ar
Contact David Bertagni, Marketing Director
Products Sawn timber, boards, ceiling coverings, bead-
ing, door frames, moulding
Exports USA, Europe, Canada, Korea, Japan

Company **LD Manufacturing S.A. – Div. Faplac**
Address Edificio Torre Bouchard
Bouchard 547, Piso 3
1106ABG Ciudad Autónoma de Buenos Aires
Phone +54 11 4850 5005
Fax +54 11 4850 5050
E-Mail emateos@idmanufacturing.com.ar
equesada@idmanufacturing.com.ar
Website www.faplac.com.ar
Contact Eduardo Quesada, Commercial Manager
Products Chipboards (raw particleboard), decorative pan-
els, laminated chipboards, thermofused mel-
amine panels, veneered chipboards, battens and
rods, MDF-boards, multiplex boards, plywood
Exports USA, Korea, Brazil, China, South and Central
America

- Company** **Martinez Ultra Tech Doors Ltd.**
Address Avenida Cochabamba Km 11
 Cochabamba
Phone + 591 4 426 41 29
Fax + 591 4 411 66 19
E-Mail info@utddoors.com
Website www.utddoors.com
Contact Felix Martinez, General Manager
Products House doors, wood doors, inside doors,
 door frames, door elements, wood for profiles
Exports Europe, USA, South American countries
- Company** **KAOBA**
Address Calle Beni Esq. Arenales
 Santa Cruz
Phone + 591 3 332 41 81
Fax + 591 3 336 01 46
E-Mail mkaoba@cotas.com.bo
Website www.muebleskaoba.com
Contact Patrica de Gianella, Owner
Products Battens and rods, solid wood boards, worktop
 panels, body elements, carcasse fronts, furniture
 doors, profiles, roller blinds for furniture, seats
 rods, table frames, chair frames, furniture cash
 boxes, stucco decor, shelving systems
Exports South American countries, USA
- Company** **Empresa Maderera SAGUSA SRL.**
Address Av. Busch Edif. Colibri mezzanine No 1
 La Paz
Phone + 591 2 222 15 41
Fax + 591 2 222 72 05
E-Mail gavar@mail.megalink.com
Contact Agustin Vargas Ribera, General Manager
Products Sawn timber, solid wood boards, planed articles
Exports South American countries

- Company** **Newsaid Ltd**
Address 35 Lerin STR
 4000 Plovdiv
Phone +359 33 641 027
Fax +359 32 642 284
E-Mail sales@nsparquet.com
Website www.nsparquet.com
Contact Dilyana Stoilova, Sales Manager
Products Battens and rods, sawn timber, wooden leaf, parquetry composite, veneered flooring, solid wood planks, solid wood parquet, parquet slats, panel parquet, wooden leaves
Exports United Kingdom, Germany, France, Italy
- Company** **Pavidera Trading**
Address 39 Tzar Osvoboditalstr.
 9900 Novi Pazar
Phone +359 537 23 86
Fax +359 537 31 95
E-Mail pavidera@hotmail.com
Contact Pavlin Petrov, President
Products Parquetry composite, solid wood parquet, multi-layer parquet, parquet slats, moulding
Exports Europe, neighbouring countries
- Company** **Vocati Ltd**
Address 11 Tsarkovna Nezavisimost Str.
 7000 Rousse
Phone + 359 82 821 698
Fax + 359 82 821 697
E-Mail office@vocati-bg.com
Website www.vocati-bg.com
Contact Atanas Hristov Garvalov, General Manager
Products Moulded parts, profiles, furniture parts, table tops, chair legs, tubular steel parts
Exports Europe, neighbouring countries
- Company** **Elimex-IV Radevski ET**
Address Simeon Veliki str. 108
 5600 Troyan
Phone + 359 670 6 34 64
Fax + 359 670 6 43 10
E-mail office@elimex.net
Contact Ivan Radevski, Owner, Spas Spasov, Sales Manager
Products Moulded parts, upholstery frames, chair frames curved elements, chair - and table legs
Exports Europe and neighbouring countries

Company	Maderas Elaboradas Acoplomadel Cla Ltda
Address	Avenida 6 de Diciembre y Santa Lucia lote 129 Quito
Phone	+593 02 248 33 59
Fax	+593 02 247 86 74
E-Mail	madel@andinanet.net
Contact	Vicente Rios Cordova, General Manager
Products	Battens and rods, mouldings, profiles, solid wood parquet, 3-layer parquet, flooring, planks, doors and door frames, stairs
Exports	South American countries and USA

Company	Endesa-Botrosa-Cotopaxi
Address	Av. Amazonas 3655 y Juan Pablo Sans Edif. Antisana 1 - Piso 3, Quito
Phone	+593 2 225 79 77
Fax	+593 2 225 79 88
E-Mail	bernardo@cotopaxi.com.ec
Homepage	www.sandeplywood.com www.cotopaxi.com.ec
Contact	Bernardo Perez, General Manager & Sales
Products	Chipboards, laminated chipboards, veneered chipboards, , veneers, veneered MDF, laminated MDF, MDF-boards, ultralight MDF, plywood, fancy plywood, blockboard plywood, balsaply, Balsa core laminated boards, sawn timber, lami- nated panels, panel materials, wood core boards
Exports	South and Central American countries, USA, Europe, Asia, Canada



Winner of the interzum award:
intelligent material & design 2005

Product:

Alistonado de Balsa-Balsaply

Ghana**Hall 13.1, booth B21, C36**

Company	John Bitar & Co. Ltd
Address	P.O. Box 406, Essikadu Sekondi - Ghana
Phone	+233 31 46 878, 46321-2, 48334-7
Fax	+233 31 46 725
E-Mail	sales@johnbitar.com
Contact	Ghassan Bitar, Managing Director
Products	Mouldings (panels, handrails, laminated and finger-jointed products, T&G profiles), parquet/flooring, sliced / rotary cut veneers, sawn timber, door/window frames, planed article, boards, batens, beading, stairtreads
Exports	Europe, Middle East, Asia

Macedonia**Hall 13.1, booth B21, C36**

Company	Mebel Inzinerig
Address	Goce Delcev 81 2000 Stip
Phone	+389 32 391 567
Fax	+389 32 396 070
E-Mail	mebel@mebel.com.mk
Webstie	www.mebel.com.mk
Contact person	Tatjana Jordeva, Marketing Manager
Products	Carcase fronts, furniture doors, furniture cash boxes, windows- and window frames, wood doors, door frames, door elements
Exports	Europe

Peru**Hall 13.1, booth B21, C36**

Company	Forestal Industrial Yavari S.A.
Address	Arica 340 Iquitos
Phone	+5165 221 757
Fax	+5165 234 892
E-Mail	comifisa@terra.com.pe
Contact	Carlos Fachin, Director
Products	Battens and rods, profiles, boards, wooden ceilings, beading, solid wood planks, planed articles, wood for profiles, sawn timber
Exports	USA, Mexico

- Company** **SC Alpa Prest SRL**
Address Sos. Stefanesti Nr. 57A
 Afumati
Phone +40 21 491 34 90
Fax +40 21 232 10 14
E-Mail office@usi-alpa.ro
Website www.usi-alpa.ro
Contact Jancu Aurel, General Manager
Products Rotating doors, folding doors, double doors,
 entrance doors, wood doors, inside doors, country-
 style doors, door frames, architectural doors
Exports Europe, neighbouring countries
- Company** **SC Carierele Poieni SRL**
Address Nichita Stanescu Nr. 1
 400366 Cluj-Napoca
Phone +40 26 433 014
Fax +40 64 433 001
E-Mail cariere_p@rdslink.ro
Website www.woodenproducts.ro
Contact Cosmin Coroiu, Manager of Quality
 Cristiana Man, Chief of Commercial Departement
Products Battens and rods, sawn timber, worktop panels,
 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, furni-
 ture for garden, moulding
Exports Eastern Europe, neighbouring countries
- Company** **SC Danycol-Lorent SRL**
Address Str. Eroilor nr. 6., Bl. 15, sc.C, ap 4
 735100 HUSI/VASLUI Contry
Phone +40 235 480 100
Fax +40 35 480 818
E-Mail scdanycolsrl@yahoo.com
Contact Nicoleta Lorent, Director
Products furniture parts, frize, scantlings, profiles, moul-
 dings, ad- and kd boards, sawn timber
Exports Europe, neighbouring countries

Company	Enterijer Jankovic
Address	Kis Emea 2 Novi Sad
Phone	+381 21 400 401, 400 812
Fax	+381 21 301 545
E-Mail	ejankns@ptt.yu jankovic@metrohive.net
Website	www.enterijer-jankovic.co.yu
Contact	Bozo Jankovic, Owner
Products	Worktop panels, carcass fronts, furniture cash boxes, ceiling coverings, wooden ceilings, window frames, wooden windows, wood doors, inside doors, door frames, door elements and elements for equipment exclusive interiors
Exports	Europe, Russia, Ukraina

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
Products	Sawn timber, boards, fire-retarding constructional elements, beading, door frames, moulding, laminated chipboards, decorative panels, veneers, veneered chipboards, battens and rods rods, MDF-boards, multiplex boards, plywood

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.
Products	FSC certified tropical hardwood products, doors, furnitures, furnitures parts, mouldings, profiles, floorings, parquet, doors, panelling, door elements, stiles, rails, jambs, windows, veneers, plywood, bloakboards

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
Products	Sawn hard- and softwood lumber, planed boards boards, furniture parts, furniture, laminated products, edgeglued panels, fingerjointed products, edged boards, strips, slats, floorings, parquet, frize, scantlings, doors, windows, mouldings, particleboards, fencing.
Exports	Europe, Asia, USA, Middle East

ASSOCIATIONS

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
Products	Hard- and softwood lumber A.D. and K.D., ply wood, veneers, bloakboards, MDF, particle boards, profiles, doors, furniture parts, panel ling, parquet, floorings, profiles, mouldings, laths, strips, scantlings, furnitures, stairs, steps
Exports	Latin America, USA, Asia, Europe

Ghana

Association	TIDD
	Timber Industry Development Division
Head Office	P.O. Box 515 Takoradi
Phone	+233 31 229 21, 229 23
Fax	+233 31 233 39
E-mail	aeshun27@yahoo.com
Contact	Anthony Eshun
Products	Sawn lumber, squared timber, window and door scantlings, fingerjointed wood products, edgeglued panels, planed boards, mouldings, steps, cut-to-size wood products, edged boards boards, panelling parquet, floorings, frize, slats, strips, scantlings, boules, veneer, plywood, particleboard, furniture parts.
Exports	Europe, USA, Asia, Middle East, West African countries

Dependance U.K.

	Unit 4, Granard Business centre Bunns Lane, Mill Hill London NW7 2DZ
Phone	+44 208 906 95 60
Fax	+44 208 906 95 70
E-mail	attah@btconnect.com
Contact	Alhassan Attah, General Manager

ASSOCIATIONS

Macedonia

Association	Association for wood processing and production of furniture Economic Chamber of Macedonia
Address	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
Products	Sawn lumber, doors, windows, furnitures, parquet, floorings, paneling, scantlings, edge glued products, edged boards, planed boards, slats, strips, mouldings, laminated panels, veneer, plywood, cut-to-size products, dowls, fize, furniture parts.
Exports	Latin countries, USA, Asia, Europe

ASSOCIATIONS

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
Products	Sawn soft- and hardwood lumber, planed boards, laminated panels, edgeglued panels, edged boards strips, slats, floorings, parquet, frize, fingerjointed products, scantlings, doors, windows, veneer, ply wood plywood, mouldings, garden furniture, furniture parts, fencing.
Exports	Europe, Asia, USA, Middle East

Serbia - Montenegro

Association	Chamber of Commerce and Industry of Serbia
Address	Wood processing division 13-15 Resavska St.
Phone	+381 11 32 30 463
Fax	+381 11 32 30 949
E-mail	raso.milic@pks.co.yu
Website	www.pks.co.yu
Contact	Rasa Milic Ivana Stevanovic



SIPPO – Swiss Import Promotion Programme

Stampfenbachstrasse 85

P.O. Box 492, CH-8035 Zurich

www.sippo.ch

Phone +41 44 365 52 00

Fax +41 44 365 52 02

E-Mail info@sippo.ch