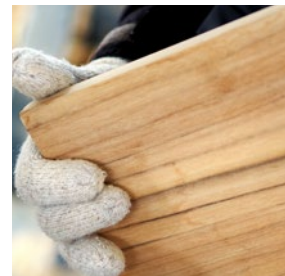




Federal Ministry
for Economic Cooperation
and Development



Partners in
Transformation
Import Promotion Desk



Nantes, 28–30 May 2024, Hall XXL, Booth F27

IPD at Carrefour International du Bois 2024

IPD presents a wide range of wood products from sustainable forestry.
Get to know selected producers from Colombia, Ecuador and Ukraine.

CARREFOUR
INTERNATIONAL DU
BOIS



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Import Promotion Desk (IPD)

Cost- and risk-optimised sourcing

If you are an importer looking for reliable exporters of sustainable wood products and want to open up new supply sources, then Import Promotion Desk (IPD) will support you.

IPD is exhibitor at the Carrefour International du Bois 2024 in Nantes, France, and presents **selected companies from Colombia, Ecuador and Ukraine**, offering a wide range of sustainable wood products.

IPD is the German initiative for import promotion that connects European importers with these carefully evaluated exporters.

Our goal is the sustainable and well-structured import promotion of special products from selected developing countries and emerging nations – under compliance with high quality, social and environmental standards.



We introduce exporters from our partner countries to the EU market and assist them in setting up trading relations. For European importers we open up new supply markets in the partner countries and support them in the complex purchasing process.

Reduce your initiation, negotiation and control costs with IPD.

We have the contacts, information and communication channels to your new suppliers. Our services for you are **neutral and free of charge**.

All IPD companies were carefully selected and then readied by IPD to commence export to the European market.

On the following pages you will find detailed information about our exporters. We establish direct contact to these new suppliers and organise b2b meetings for you!

Get in touch with us!



**Partners in
Transformation**
Import Promotion Desk

IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organisation and partner of German business.

IPD is funded by the Federal Ministry for Economic Cooperation and Development (BMZ) and part of the "Partners in Transformation - Business & Development Network", into which the BMZ programmes for economic actors are organised.

More information about IPD and our individual services at www.importpromotiondesk.com

IPD team

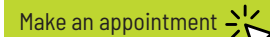


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IPD Expert Sourcing + Markets
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Matchmaking team



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sztern@importpromotiondesk.de

Make an appointment 

IPD partners

IPD works with a network of international organisations in Europe and its partner countries. Thus we efficiently pool information and know-how.

This enables us to link existing import and export promotion measures and carry out their strategic further development.

Our partnerships always make it possible for us to match all services of IPD to the needs of importers and exporters exactly and then carry out our services optimally at any place.

Ecuador



Asociación Ecuatoriana de Industriales de la Madera (AIMA)
www.aima.org.ec



CORPEI
<https://corpei.org>



Federación ecuatoriana de exportadores
www.fedexpor.com



Pro Ecuador
www.proecuador.gob.ec

Colombia



Pro Colombia
www.procolombia.co



Ukraine



**EXPORT PROMOTION
OFFICE OF UKRAINE**
STATE INSTITUTION

**Epo-Export Promotion
Office of Ukraine**

<https://business.dia.gov.ua/en/eepo>



Maderables la Fortuna



Colombia



Maderables La Fortuna is a company dedicated to the production and sizing of teak (*Tectona grandis*) and oak (*Tabebuia rosea*).

The company's processes are based on growing, sizing, and marketing wood with the highest quality standards. Generating traceability in their process is essential due to the crescent demand for legal wood, sustainable forestry projects and products evaluated under comprehensive policies.

Products & quantities per year

- Build boards, decking, flooring / 2,000 m³

Species

- Oak (*Tabebuia rosea*)
- Teak (*Tectona grandis*)



Source of raw material

- Own plantation in North Antioquia, Urabá

Main machinery

- Sawmill
- Kiln dryers
- Calibrating sanders
- Planers
- Finger joint press

Address

Maderables la Fortuna
Calle 36, no 45 32
Medellin
Colombia
www.maderableslafortuna.com.co

Contact

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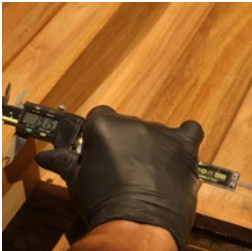
IPD contact

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Maderas Santa Rita



Colombia



Since 2010, Maderas Santa Rita has exported hardwood products and timber to companies that trust them for fulfilling with the best standards of quality at fair costs and on time.

Their main clients are located in United States, México, Central America and a small part in Europe and Asia.

The company's main products are:

- Cumaru decking: Capacity 200 m³/month S4S, 4E4,KD, grade A.
- Noble timber 300 m³/month such as Monkeypod, Cedar and Savannah Oak. N1CM/select. 3/4, 4/4, 6/4, 8/4. Random width and length.
- Parquet/flooring: Balsamo, Monkeypod, Cumaru, Teak, Cedar and Oak.

Products & quantities per year

- Cumaru decking / 1,200 m³
- Kiln dried timbers / 1,200 m³
- Solid parquet/flooring / 300 m³

Species

- Cumaru (Dipteryx spp)
- Monkeypod (Samanea saman)
- Cedar (Cedrela odorata)
- Teak (Tectona grandis)
- Balsamo (Myroxylon balsamum)
- Pink Poui (Tabebuia rosea)

Certifications

- ISO 9001 (in process)

Source of raw material

- Natural forest
- Plantation
- Small scale farmers

Main machinery

- Woodmizer Lt40 and HR1000s
- Unimat weinig high speed moulders
- 7 double kiln dryers
- Planners, rippers, crosscutters

Address

Maderas Santa Rita S.A.S
Calle 4 # 14 59
Malambo - Atlántico
Colombia
www.maderassantarita.com

Contact

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Amazon Gold – Biolcom



Ecuador



Biolcom's wood products brand Amazon Gold is a CO₂ negative venture, conquering world markets since 2002. Amazon Gold's business relies on sustainable wood plantations owned by us. Amazon Gold teak farms have grown from selected seeds of mother trees, collected 35 years ago, and are ready to be harvested sustainably and be converted into boards, beams, cross laminated products (CLT) and composite laminates for outdoor use. These products can be produced from solid teak timber or combined with bamboo and balsa wood. Amazon Gold's factory located in Pifo, Ecuador, well equipped with German and Swiss machinery, under palm trees and ecological bamboo roof, is ready to receive your orders for custom-made products.



Products & quantities per year

- Blockboards / 5,000 m³
- Decks, floors / 5,000 m²
- Solid boards and desktops / 5,000 m² slabs
- Wooden lavatories
- Custom-made office and reception desks
- Roman columns and for balconies

Species

- Teak > 30 years (*Tectona grandis*)
- Bamboo (*Guadua angustifolia*)
- Saman (*Pithecellobium saman*)
- Balsa (*Ochroma pyramidale*)
- Fustic (*Chlorophora tinctoria*)

Source of raw material

- Teak wood 35 years old, 100% from own sustainable plantations

Main machinery

- Saws
- Presses up to 10 m length
- Planers up to 2 m width
- CNC Lathe up to 3.5 m length
- Grinder up to 2 m width
- Drills



Address

Amazon Gold – Biolcom
Pifo, Francisco de Orellana 805 y
Portugal
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Ecuador
Phone: + 593 993 403 767
marketing@biolcom.com
www.teakfarmecuador.com

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Indumadera



Ecuador



Indumadera operates within the decoration and home construction sector, dedicated to meeting customer demands while prioritizing workplace health and safety and environmental protection. The company's commitment extends to implementing various measures to prevent and control environmental pollution, all rooted in a philosophy of continuous improvement to ensure top-notch quality control.

In their pursuit of sustainability, they source balsa wood from specialized Ecuadorian companies, actively contributing to the growth and development of rural communities. Indumadera emphasize sustainable and eco-friendly practices, reflected in our value proposition of maximizing raw material utilization through the production of finger-jointed products. Leveraging over five years of research and development, Indumadera has innovated to offer balsa wood acoustic panels.

Partnering with Indumadera signifies more than just a transaction. It's a relationship built on trust and integrity, reflecting their unwavering commitment to excellence in every aspect of our operations.

Products & quantities per year

- Acoustic decorative wall panels / 96,000 panels, 12 containers of 40 ft

Species

- Balsa wood (Ochroma lagopus – native of the province of Santo Domingo de los Tsachilas, Ecuador)

Main machinery

- Rotary veneer
- Sawmill (band / circular)
- CNC joinery machine
- UV laquer tunnel
- Edger
- Bench saw
- Calibrating sander
- Moulder
- Vertical saw and others

Address

Indumadera Cia Ltda
Calle Rio San Pedro N10-86
Oswaldo Guayasamin
Tumbaco
Pichincha
Ecuador
indumadera@indumadera.com
www.indumadera.com

Contact

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CEO
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sztern@importpromotiondesk.de



Madetec



Madetec is a woodworking factory founded in 2000, located in Guayaquil, Ecuador that focuses on producing high quality tropical wood products and components, managing the complete local value chain, from the plantation to the container.

Full grown Ecuadorian teak has outstanding properties due to its geographic location and weather. Madetec is the pioneer of teak products in the country. Madetec's strategic partners like Akzonobel, Koppers and Rothoblaas, guarantee the quality of the hardware and compounds applied on our products. Working with European machinery, Madetec's experienced team of architects, engineers and designers, delivers distinguished high-quality products.

Products & quantities per year

- Continuous strip boards / 4,800 m³
- S4S wood / 7,200 m³
- Decking / 3,240 m³
- Balsa blocks / 2,400 m³
- Structural insulated panels (SIP) / 400 m³

Species

- Teak (*Tectona grandis*)
- Balsa (*Ochroma pyramidale*)

Source of raw material

- From sustainable plantations through strategic partnerships

Certifications

- FSC 100%
- ISO 9001:2015

Main machinery

- Kiln dryers
- Vacuum tank
- Sawmill
- Hot, cold and radiofrequency presses
- Moulding (Unimat)
- HOMAG CNC



Ecuador

Address

Madetec
Km 16 via Samborondon
1-76
Guayaquil
Ecuador
Phone: + 593 994 207 538
info@madetec.com.ec
www.madetec.com.ec

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Orange Wood



Founded by the family company Kalyan Group, "Orange Wood" benefits from its extensive experience in manufacturing woodworking & plywood machines since 1952.

"Orange Wood" is the result of Kalyan Group's decision to expand its business and venture into the production of plywood.

Products & quantities per year

- Plywoods / 4,500 m³

Species

- Alder (Alnus)
- Birch (Betula)

Source of raw material

- State forest enterprises

Certifications

- E0.5 CONFORM (based on glue supplier information)

Main machinery

- Spindleless veneer peeler with log debarker
- Veneer dryer
- Core composer
- Veneer joining press
- Guillotine jointer
- Zig Zag splicer
- Glue spreading machine
- Hot press (2,600 x 1,300)
- Double sizer machine
- Wide belt sanding machine



Ukraine

Address

Orangewood LLC
301 A Sviato-Mykolaivska Str
Zhyntomyr
Ukraine
info@orange-wood.co.ua
www.orange-wood.co.ua

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Floorplan



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LEGEND

- Entrance and gates
- Exhibitor Parking
- Visitor Parking
- 1** Canopée XXL Rooms
- 2** Maine Room
- 3** Erdre Room
- 4** Loire Room
- 5** Sèvre Room
- 6** Forum Propellet



- | | |
|--|--|
| A General Administration Office | D Conferences & VIP/Presse Area |
| B Bars/Sandwich/Foodtruck | E Cloakroom |
| C TV Set | F Innovation Area & Pitches |
| | G Restaurant les Terrasses de l'Erdre |

Hall XXL, Booth F27

CARREFOUR
INTERNATIONAL DU
BOIS

Carrefour International du Bois
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44200 Nantes, France
www.timbershow.com





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**Do you want to benefit
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