

TUESDAY, 4 MAY – FRIDAY, 7 MAY 2021

IPD at interzum 2021



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

Benefit from all advantages of this online event for your sourcing!

Meet reliable suppliers virtually.



SCHEDULE AN APPOINTMENT
WITH OUR EXPORTERS.

**GET YOUR FREE
TRADE FAIR TICKET.**



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Import Promotion Desk (IPD) – Cost- and risk-optimised sourcing



In spite of the COVID-19 restrictions, IPD continues to give European importers the opportunity to identify new trading partners. Even if this year a personal meeting at interzum is not possible, the digital networking event – interzum@home – offers a perfect alternative for importers to establish contacts with reliable producers.

IPD is exhibitor at the interzum@home and presents **10 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 online b2b meetings!

Get in touch with us!

IPD is funded by the Federal Ministry for Economic Cooperation and Development (BMZ). We are an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organisation and partner of German business.

More information about IPD and our individual services at www.importpromotiondesk.de/en

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By scheduling an appointment
with our exporters, we provide
you with a free trade fair ticket.
Get in contact with us!

IPD Partners

IPD works with a network of international organisations in Europe and the 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), ECUADOR

www.aima.org.ec



CORPEI
TU NEGOCIO AL MUNDO
CORPEI, ECUADOR

www.corpei.org



FEDERACIÓN ECUATORIANA DE EXPORTADORES, ECUADOR

www.fedexpor.com



PRO ECUADOR
Business without borders
PRO ECUADOR, ECUADOR

www.proecuador.gob.ec

Colombia



PROCOLOMBIA
EXPORTACIONES TURISMO INVERSIÓN

PRO COLOMBIA, COLOMBIA

www.procolombia.co

IPD Partners



Ukraine



**EXPORT PROMOTION
OFFICE OF UKRAINE**
STATE INSTITUTION

**EPO-EXPORT PROMOTION OFFICE
OF UKRAINE**

www.epo.org.ua/en

Indonesia



**DIRECTORATE GENERAL OF NATIONAL
EXPORT DEVELOPMENT (DGNED),
INDONESIA**

www.djpen.kemendag.go.id

ITPC
HAMBURG

**INDONESIAN TRADE PROMOTION
CENTER (ITPC), INDONESIA**

www.itpchamburg.de

Product Guide

PRODUCT

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Furniture &

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Balsa

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Beech

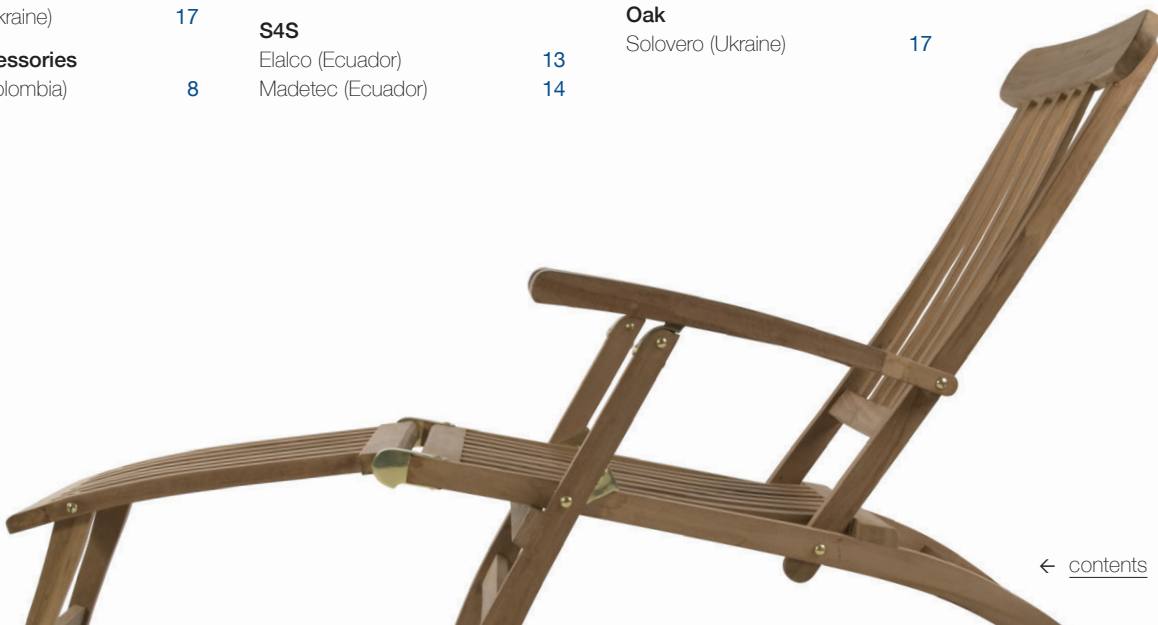
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Oak

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Teak

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Artecma is a woodworking factory founded in 1977, located in Bogotá, and focuses on producing office and home accessories using timber from reforestation such as MDF and Pinus Caribaea. With about 80 employees, each product is made with attention to details, quality and passion.

Pioneer in the manufacturing office and home accessories for the Colombian market, currently Artecma exports to USA, Bolivia, Ecuador, Costa Rica.

PRODUCTS

- + Ergonomic accessories, such as adjustable footrest, monitor stand
- + Home accessories, such as coat rack, bike shelf
- + Office accessories, such as pencil holder, whiteboard

CERTIFICATIONS

- + FSC
- + ISO 9001:2015

SOURCE OF RAW MATERIAL

- + 100% from sustainable plantations through strategic partnerships

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COLOMBIA

DEL BAMBU



Del Bambu is a Colombian bamboo board factory founded in 2014. The company focuses on the sustainable and ethical production of solid-full lamella cross-laminated bamboo wood boards. The resistance and dimensional stability of the boards make them ideal for the production of different types of furniture, such as table-tops, doors, cabinets, among others. Creativity is the limit!

Del Bambu offers two types of products to suit to the costumers' needs, intermediate materials to build as their creativity pleases and finished products ready to use.



PRODUCTS

- + Full lamella-cross laminated bamboo boards (width: up to 130 cm, length: up to 265 cm, thickness: up to 80 mm)
- + Table tops
- + Kitchen cabinets
- + Stair steps



SOURCE OF RAW MATERIAL

- + Colombian bamboo
(mainly from coffee plantations)

MAIN MACHINERY

- + Immunization
- + Kiln drying
- + Sand calibration

ADDRESS

DEL BAMBU S.A.S
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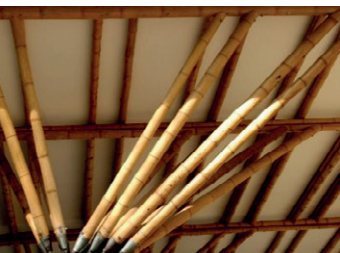
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COLOMBIA

GUADUASECOL



GuaduaSecol is a company established in 2015, dedicated to the commercialization of guadua-bamboo with experienced professionals committed to the promotion, innovation and industrial development of the guadua sector. The company is strategically located in the coffee region of Colombia, which is the area of the country with the greatest presence of this valuable natural resource.

Guadua's importance has been increasing as socioeconomic factor in both the national and international context, but the industrial process still presents gaps; only very few companies are dedicated to giving it more added value.

PRODUCTS & QUANTITIES PER YEAR

- + Guadua preserved and dried
(60,000 m)

SPECIES

- + Bamboo: Guadua Angustifolia Kunth

SOURCE OF RAW MATERIAL

- + 100% from plantations authorized by
by the Colombian Government

CERTIFICATIONS

- + Responsible forest management,
category: Gold (Colombian
environmental Authority)

MAIN MACHINERY

- + Miter Saw
- + Parallel disc saw
- + Preservation system with high
temperature
- + Dryer automatic machine

ADDRESS

GUADUASECOL S.A.S
Finca Villa Claudia, vereda la Cima
Dosquebradas.
Risaralda
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COLOMBIA



OMMA is a custom furniture manufacturer located in Medellin, Colombia, that specializes in OEM & ODM services for large scale manufacturers that are looking to outsource some of their products.

OMMA offers to partner with local European furniture companies as an OEM or ODM, to design and/or manufacture custom furniture for their markets. Unlike Asian producers OMMA is able to offer smaller quantities with high end quality at still competitive pricing. Strong cooperation, trust and quality are the foundations on which OMMA has thrived, serving corporate, commercial and residential clients in various countries.

PRODUCTS

- + Benches
- + Shelves & lockers
- + Front desks, tables
- + Bar stools, chairs
- + Case goods
- + Partitions & acoustic panels
- + Meeting hubs
- + Concentration pods

SPECIES

- + Oak
- + Teak
- + Pine

MAIN MACHINERY

- + Hardwood processing
- + MDF, particle board and wood veneer processing
- + Cutting & welding
- + CNC Edge bending (curved and straight)
- + Certified Corian® transformation

ADDRESS

OMMA
Parque Industrial Intercity
Girardota, Antioquia, Colombia
www.omma.com.co

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COLOMBIA

AMAZON GOLD – BIOLCOM



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. Amazon Gold teak farms have grown from selected seeds of mother trees, collected 32 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 out of massive teak or combined with bamboo and balsa.



Amazon Gold's factory located in Pifo Ecuador, well equipped with German and Swiss machinery, under palm trees and ecologic bamboo roof, is ready to receive your orders for custom made products.



PRODUCTS & QUANTITIES PER YEAR

- + Blockboard (5,000 m³)
- + Decks, floors (5,000 m²)
- + Solid boards and desktops (5,000 m²)
- + Custom made office and reception desks

SPECIES

- + Teak (*Tectona Grandis*)
- + Bamboo (*Guadua*)

SOURCE OF RAW MATERIAL

- + Teak wood is 32 years old, 100% from sustainable own plantations
- + Bamboo is from sustainable plantations

MAIN MACHINERY

- + Saws
- + Presses
- + Planers
- + Lathe
- + Grinding
- + Drills

ADDRESS

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Pifo,
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ECUADOR



Elalco is an Ecuadorian company founded in 2014, which manages sustainable forest plantations, produces high quality timber, biomass, and wood plastic composites, directly controlling the supply chain in order to timely meet our customer's needs. Elalco employs state of the art machinery to produce high quality teak lumber, kiln-dried, sanded and finished to the client's requirements and specifications, which include decking and laminated panels. The company is focused on exporting teakwood to demanding markets such as Germany and the EU, USA, and Canada. Elalco takes pride in being socially focused on promoting circular economy with all our surrounding environment, through sustainable water management, continuous reforestation, and by employing mostly local labor in all our production lines.

PRODUCTS & QUANTITIES

PER YEAR

- + Kiln-dried, sawn, planed teak wood (2,900 m³)

SPECIES

- + Teak (*Tectona grandis*)

SOURCE OF RAW MATERIAL

- + 100% from sustainable local plantations through strategic partnerships

MAIN MACHINERY

- + 2 Kiln dryers
- + 3 Bandsaw lines
- + Double side planer
- + Moulding Unit

ADDRESS

ELALCO
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Barrio Salatiin
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www.baumtec.com.ec

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ECUADOR



Madetec is a woodworking factory founded in 2000, located in Guayaquil, Ecuador, that focused 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 on the other side is the pioneer of teak products in the country. Madetec's strategic partners like Akzonobel, Koppers and Rothoblaas guarantee the quality of used hardware and chemicals. In addition, Madetec's experienced team of architects, engineers and designers working with German made Homag machinery deliver outstanding products.

PRODUCTS & QUANTITIES

PER MONTH

- + Continuous Strip Board (200 m³)
- + S4S Wood (270 m³)
- + Decking (270 m³)
- + Balsa blocks (270 m³)

SPECIES

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

SOURCE OF RAW MATERIAL

- + from sustainable plantations through strategic partnerships

CERTIFICATIONS

- + FSC COC
- + ISO 9001:2015
- + ISO 14001:2015

MAIN MACHINERY

- + Kiln Dryers
- + Vacuum tank
- + Sawmill
- + Presses
- + Moulding (Unimat)
- + HOMAG CNC

ADDRESS

MADETEC
Km 16 via Samborondon 1-76
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Pismade is an Ecuadorian family company in the second generation. They started twenty years ago producing wooden pallets for the main fruit exporting companies in Ecuador. As their business evolved, they invested in high-quality machinery and developed technical wood products. Today, they focus on engineered flooring and edge glued panels. Furthermore, Pismade represents the famous German Osmo brand for wood waxes.

In 2019, Pismade's quality management system got ISO 9001 certified. Most of their clients are designers and architects with their own home furnishing product brands.

PRODUCTS & QUANTITIES

PER MONTH

- + Edge glued panel (raw and waxes finished) (1,000 units)
- + Engineered flooring (5,000 m²)

SPECIES

- + Teak (*Tectona grandis*)

SOURCE OF RAW MATERIAL

- + 100% from sustainable teak plantations

CERTIFICATIONS

- + ISO 9001-2015

MAIN MACHINERY

- + Weinig sp 23 cut lamelas
- + Radio frequency press for wooden panels
- + Weinig Unimat moulder
- + Double side planer
- + Wintersteiger Notum
- + Kiln wood drier capacity 70 cubic meter

ADDRESS

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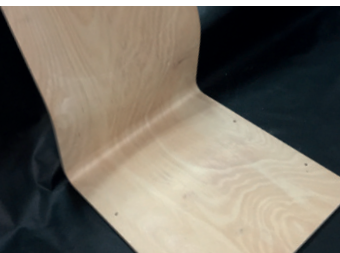
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ECUADOR

LAMEL



LAMEL is a woodworking factory founded in 1922 and completely reconstructed and rebuilt in 2016. Located in Western Ukraine, close to the Romanian border, it is focused on producing molded plywood parts using exclusively beech, with some 100 employees.

The company supplies mainly Ukrainian and European markets. Raw materials are sourced from the Carpathian Mountains.

The production process includes hot-water treatment of the logs, debarking, rotary-cutting of veneer, drying, sorting and pressing. This is followed by polishing and cutting.

PRODUCTS & QUANTITIES PER MONTH

- + 40,000 pieces

MAIN PRODUCTS

- + Molded plywood parts
- + Polished, veneered, varnished molded parts
- + Beech bed slats

SOURCE OF RAW MATERIAL

- + Direct access to wood (location)

CERTIFICATIONS

- + FSC

MAIN MACHINERY

- + 2 Rotary-cutting machines (RAUTE)
- + 8 presses (ORMA, ItalPresse)
- + 2 CNC Machines (BACI)
- + Own Molds production

ADDRESS

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UKRAINE



Solovero uses a combination of natural materials of vintage wood and original design which led the company to creating modern products, often combining several styles and directions. Solovero products are around such styles as Loft, Wabi-Sabi and Scandinavian; sometimes they harmonize with the classical and traditional styles.

The Solovero company is engaged in secondary wood processing. Having a large raw material base, the company works with a vintage wood, which is 20 to 150 years old (mostly oak and alder, as well as acacia sprouts, walnut, ash, wild cherry, cherry, apple). Solovero uses exclusively ecological varnishes and paints, which ensure not only the durability of products, but also the safety of their owners. Solovero takes care of the ecology, health and future of its customers!

PRODUCTS & QUANTITIES PER MONTH

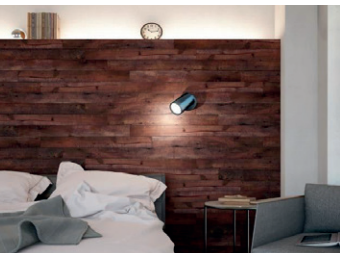
+ Approx. 100 table tops

SOURCE OF RAW MATERIAL

+ Reclaimed timber from old, demolished buildings

MAIN MACHINERY

- + Band saw, circular saw, miter saw
- + Jointer, CNC, belt grinding machine, thicknessers
- + Spray booth
- + Welding machines



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IPD on LinkedIn



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