



**EMDC FOUNDATION**  
**NETWORKING & PARTNERSHIP EVENT**  
**B2B MEETINGS**

Milan, 12 DECEMBER 2013

BUILDING / ENGINEERING							
N.	SECTOR	COUNTRY	COMPANY NAME	CONTACT PERSON	COMPANY PROFILE	TYPE OF RESEARCHED PARTNER	WEB SITE
1	WOOD/FORNITURE	Bosnia and Herzegovina	Economic d.o.o. Vitez	Gabrijela Kvasina	The sale network with about 60 franchises spreads all over Bosnia and Herzegovina offering a complete range of electrical, water and thermal installation and the rest of the equipment for your home. Many years of successful work in 2003 resulted in the initiation of production of kitchen and bathroom furniture. Franchise centre BIH is modernly designed object with a complete infrastructure necessary for business activities. Franchise centre BIH has 50 business places which can be used for different needs of potential users.	Partners who trade with bathroom furniture, office furniture, kitchen's and other interior furniture (see <a href="http://www.framini.ba">www.framini.ba</a> ). We are market leader in trade of electrical, water and heating materials (see <a href="http://www.economic.ba">www.economic.ba</a> )( Also, we're interested in other brands tare planning franchises in B&H through shopping malls (textile, shoes, etc.) like Franchise center of B&H (see <a href="http://www.fcbih.com">www.fcbih.com</a> ).	<a href="http://www.economic.ba">www.economic.ba</a>
2	WOOD/FORNITURE	Bosnia and Herzegovina	LIGNUM L.L.C. MOSTAR	Vanja Ivanković	Basic activity of Lignum is furniture production designed for the individual wish of the customer. Integral part of the company is the projecting bureau which offers project ideas to clients in order to offer them advice while selecting and solving technical and visual elements needed for furniture desired space. This bureau offers full engineering service whilst furniture residential and business facilities, hotels, apartments, etc. Company is also involved in trade of different kind of wooden panels with respect and acknowledgement of quality standards of the product. Elements of the product assortment are exotic parquets (floor panels) as well as different kind of wooden coverings.	Partners for distribution and trade of products that would be complement their production (for example the production of chairs, tables, cabinets, cupboards in solid wood and manufacturers of hardware for furniture)	<a href="http://www.lignumcentar.com">www.lignumcentar.com</a>
3	WOOD/FORNITURE	Bosnia and Herzegovina	PROMO Ltd	Kemal Čolak	Promo Ltd offers the following manufacturing and service assortment: - Production of sawn timber, pine and beech - Design of prefabricated buildings- Production of prefabricated buildings and various purposes buildings (low-energy and passive houses) - Production of latticed roof truss - Production of laminated wooden lumber, large cross-section and length - Production of panelling and floor - Production of peeled veneer of beech - Production of veneer panels from beech, including final processing and coating - Production of molded parts for chairs and furniture of veneer made of beech, including final proccession and coating	-Company (potential partner) which is qualified for sales and installation of houses and other prefabricated buildings, and that it is able to provide financial structure (loans etc.) - Company (potential partner) which is producer of furniture or distributor of furniture parts for furniture factories and furniture market in Italy	<a href="http://www.promo.ba">www.promo.ba</a>



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4	CEMENT, RMX, AGGREGATES	Croatia	Holcim Hrvatska d.o.o.	Katarina Majetić	Production of cement, rmx and aggregates main applications in construction sector as building material(buildings, rods, etc) special products in agg (agriculture, for animal and soil feeding)	Importers for clinker and cement, aggregates Suppliers for raw materials for cement industry (slag,etc.)	<a href="http://www.holcim.hr/">http://www.holcim.hr/</a>
5	BUILDING / ENGINEERING	Egypt	Engineering Company	Gamal Allam	They are sole agent for roads and building equipments. They are contracting (finishing building providing power stations - cables - power transformers - pipes - lightening columns for streets)	Manufacturers (import & sole agent), contacting companies (joint-venture), consultancy office	
6	BUILDING / ENGINEERING	Egypt	Madina Engineering & Construction	Mohamed Rashed	The Company has two main departments: - they are construction company working for the Turn-Key projects and they have their own material fabrication facilities. - they have a trading department as they are agent and representative for many international companies	Partner for the following activities: - for construction works to go together for future project in Egypt and middle East; - fabrication of industrial spare parts .	
7	BUILDING MATERIAL	Egypt	TRACK FOR TRADING, IMPORT & EXPORT	Khaled Mekati	Building material & Contracting & finishing works. Marble & Granite local production aiming to export. Trading in office furniture looking for partner to manufacture locally.	They want to meet companies working as contractors in finishing works as well as company in office furniture willing to collaborate with them in their local production by providing knowhow & quality control. As per the marble they want importers.	<a href="http://www.mikati-inv.com">www.mikati-inv.com</a>
8	ENGINEERING/SUPPLY OF CONSTRUCTION MATERIALS	Lebanon	ALBINA SAL	Salah Tabbara	AlBina Sal was established in 1983. It is specialized in the distribution of various Hydro-Thermal, Sanitary, and Electro-Mechanical, Electrical, Heating and fixing system products. AlBina services and offers a wide range of specialized products to the various Consulting Firms, Engineers and Contractors involved in the development & construction industries. AlBina has products and equipments that cater many sectors, specifically to the renewable energy sector. AlBina had executed numerous projects in this sector, mainly in the field of installation of Solar Systems, and Energy Efficient Systems (e.g. Building Management System "BMS"; European installation building "EIB" for home automation).	ALBINA is always seeking new partnerships and is always seeking new experiences. Recently the renewable sector has been developing and growing and therefore and in order to meet up the new demands of the Lebanese and regional market, it will be essential to meet with international companies of which we can establish new partnership and agreements.	<a href="http://www.albinagroup.com">www.albinagroup.com</a>



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9	ENGINEERING/CONSULTING	Morocco	HYDROPROTEC CONSULT	Nouzha Bouchareb	<p>HYDROPROTEC-CONSULT is a multidisciplinary office technical studies with a thorough knowledge of the country and its environment and is distinguished by its overall vision. It is a specialist in the following sectors:</p> <ul style="list-style-type: none"> <li>- Environment;</li> <li>- Industrial Pollution Control;</li> <li>- Relief and Recovery of water resources;</li> <li>- Drinking water supply;</li> <li>- Liquid and solid sanitation;</li> <li>- Treatment and recycling of industrial and urban effluents;</li> <li>- Development strategies;</li> <li>- Territory Planning;</li> <li>- General Studies;</li> <li>- Organization and quality.</li> </ul>	<p>They are looking for :</p> <ul style="list-style-type: none"> <li>- Industrial partners world for the promotion of their products and technologies in Morocco in the field of our competence</li> <li>- Consulting partners for outsourcing, creation of joint ventures and addressing other markets like the African market</li> </ul>	<a href="http://www.hydroprotec.ma">www.hydroprotec.ma</a>
10	ENGINEERING	Serbia	IRMA PROJEKT SISTEM	Zoran Markovic	<p>IRMA PROJEKT SISTEM Ltd. delivers turnkey installations, design, production; erection and commissioning of air pollution control systems. Their production program consists of: Wide range of filter installations: Baghouse filters, cyclones, multi-cyclones, rubbers; Hydraulic and pneumatic conveying systems: screw conveyors, airlock valves, pipelines; Paper pulp molding machinery: egg-trays, food containers...Lead batteries recycling plants. After many years of experience IRMA has proven its capability for proving the most advanced, custom-engineered systems for atmospheric emission control for a wide variety of industries such as: power, steel, mining, mineral processing, cement, pulp &amp; paper, glass, wood &amp; food processing etc.</p> <p>From optimum custom-made design solutions, through manufacture, construction &amp; installation to startup and commissioning IRMA allows its clients to comply with environmental regulations.</p>	Direct customers and importers	<a href="http://www.iramaps.com">www.iramaps.com</a>