



REPUBLIC OF KOSOVO
MINISTRY OF TRADE
AND INDUSTRY

KOSOVO
INVESTMENT
AND ENTERPRISE
SUPPORT AGENCY **KIESA**

Exporters Development Programme (EDP) **COMPANY PROFILES**

EU funded Project:
“Increase of Competitiveness
and Export Promotion”
(ICEP)



An EU funded project managed by the
European Union Office in Kosovo

icep
Increase of competitiveness
and export promotion



Implemented by a consortium led by
International Development Ireland Ltd

CONTENT :

1. ABOUT EDP

2. COMPANY PROFILES

The Exporters Development Programme (EDP) is a pilot initiative to assist small and medium-sized Kosovar enterprises (SMEs) specifically in the furniture manufacturing sector to increase their competitiveness on the international markets. For this 'pilot' the EDP is focussing only on furniture manufacturers targeting the German market. This programme is implemented by the EU funded project "Increase of Competitiveness and Export Promotion" (ICEP) in partnership with the Kosovo Investment and Enterprise Support Agency (KIESA) under the Ministry of Trade and Industry (MTI), and in cooperation with the Association of Wood Processors of Kosovo (AWPK).

Objectives

The overall objective of the EDP is to help Kosovar SMEs categorised as 'new exporters', and SMEs who have already achieved some export success, develop respectively expand their export business. This 'Pilot' EDP is aimed at assisting furniture manufacturers with export growth potential to enter the German market or to expand their export business on the German market.

Specific EPD objectives are:

- To promote SME managers' readiness to export through transferring knowledge and building skills related to export planning and international sales development;
- To expose SME managers to target markets and 'live' potential customers/buyers through supporting them with necessary skills to identify and approach potential customers, and to professionally market their company and products. This shall be achieved through organising fully customised market visits to Germany consisting of 'one to one' meetings with potential buyers;
- To enable companies to effectively manage all activities necessary to gain, handle and expand export business, in particular visit follow up activities.

EDP has carefully selected 12 Kosovo furniture manufacturing SMEs with a great potential to enter the German market or to expand their export business on the German market. The company profiles of these 12 EDP companies are presented in the next pages.



ALBED'S distinctive advantage in the market is its long experience in upholstered furniture.

Company: **ALBED sh.p.k**
Address: **Kongresi i Manastirit**
42000 Vushtrri, Kosovo

Telephone: **+383 28 573 573**

E-mail: **info@albed.org**

Web: **www.albed.org**

CORE BUSINESS: **Upholstered furniture**

Company Profile

ALBED Sh.P.K was founded in 1993 and is one of the leading manufacturers of upholstered furniture in the region. Continuous growth and placement of our products, both domestically and internationally, is a confirmation of the accuracy of our business. The design and quality of our products and the flexibility and reliability of our production, makes us a key partner for international collaborations. Our design gained award on international trade fairs.

Products / Services:

- Upholstered sofa sets
- Bed frames
- Leather sofas

Technology / Machines:

- CNC wood machines
- Full automatic fabric cutting machines
- Automatic wood cutting machines
- Production planning (IMOS)

Capacities:

Our production capacity is up to 1050 sofa sets per year.

Export Markets:

Germany, Netherlands and Malta.

No. of Employers:

50 (2018) Employers

Materials:

- Beech wood for frames
- Goose feather for seats and back (Pillows)
- Foam with different densities
- High quality Italian fabric
- Italian leather
- Artificial leather

Contact:

Miftar Veseli, General Manager
Email: miri.veseli@albed.org
Cell: 00 383 45 504 776 (ENG)





Three generations of experience in manufacturing high-quality kitchens.

Company: **ANB Baliu**
Address: **St. Driton Islami 75,
70000 Ferizaj, Kosovo**
Telephone: **+383 44130433 (ENG),
+41 793795787 (GER)**

E-mail: **info@anb-baliu.com**
Web: **www.anb-baliu.com**
CORE BUSINESS: **Exclusive kitchen
furniture manufacturing**

Company Profile

Operational since the year 2000, ANB Baliu combines 3 generations of experience in the “made to order” exclusive kitchens. The company opened a new plant encompassing 2000 sqm in 2018. The layout guarantees an optimized production process.

Products / Services:

- Quality kitchen furniture
- Living room wardrobes
- Hallway tables

Technology / Machines:

- HOMAG edge banding machines
- CNC Machine (horizontal and vertical)
- CNC drilling machine and Pressure Beam Saw
- Production steering system

Capacities:

2500 – 3000 kitchen units per year.

Certificates / Standards:

ISO 9001:2015

Export Markets:

Switzerland (through a showroom in the canton of Fribourg)

No. of Employers:

14 (2018) Employers

Materials:

- Chipboard
- Compressed wood MDF
- Wood panels
- Solid wood

Contact:

Naim Balija (Sales Manager),
+41 79 37 95 787 (GER),
info@anb-baliu.com



ciao berto

With more than 20 years of experience in producing quality furniture, we believe that we can meet any kind of request, because our customers' passion is our passion.

Company: **BERTO SHPK**
Address: **Km i 2të Prishtinë - Mitrovicë**
Telephone: **+383 45/196 196**
E-mail: **contact@ciao-berto.com**
Web: **www.ciao-berto.com**
CORE BUSINESS: **FURNITURE PRODUCER**

Company Profile

The company was established during 1990s as a family business. Ciao Berto, designs, produces and sells a broad collection of home furniture and accessories followed by PVC doors and windows. Since its foundation Ciao Berto has been continuously growing due to the excellent price-value ratio of its modern design products.

Well trained staff, ethics, service-oriented attitude, innovation, industrial know-how, flexible solutions, modern production methods and integrated management of its value chain represent the points of strength that have made our company one of the most recognized furniture brands in Kosovo and abroad.

With regard to special customers' requests Ciao Berto is relying on flexibility. We use custom-made system designs and CAD planning support.

Products / Services:

- Kitchens and dining tables
- Bedrooms and living rooms (sofas, TV stands, side tables)
- PVC doors and windows

Technology / Machines:

HOLZ-HER - CNC woodworking machine, HOMAG – CNC machine for solid wood and plastics, BÜRKLE – PVC, ELUMATEC – production of windows, TECNO AZZURRA – machine of painting equipment.

Capacities:

Approximately 90 sofas per month / 240 m2 cabinets per month / 80 doors per month / 120 windows per month.

Certificates / Standards:

TÜV NORD ISO 14001 / TÜV NORD ISO 9001

Export Markets:

Germany, Switzerland, Norway and UK

No. of Employers:

109 Employers

Materials:

Wood, metal, glass

Contact:

Bekim Krasniqi – Director of Production
berto.bekim@gmail.com
+383 44 176 266





Bedrooms with unique and modern designs

Company: **DECO SH.PK**

Address: **St. Ahmet Kaqiku, Ferizaj**

Telephone: **+383 (0) 44 981 145**

E-mail: **decohomefurniture.ks@gmail.com**

Web: **www.decohomefurniture.com**

CORE BUSINESS: **Bedrooms furniture**

Company Profile

Deco was established as a production company of bedrooms in 2011. The company is well known in the domestic market as the biggest producer of top quality bedrooms. The company has technological, professional and material capacities to expand market abroad.

Products / Services:

- Bedrooms

Technology / Machines:

- CNC machine- WEEK
- ABS machine- HOMAG
- Saws - HOLZMA

Capacities:

Up to 2400 Bedrooms per year.

Export Markets:

Germany, Switzerland, Luxemburg

No. of Employers:

12 Employers

Materials:

MDF, Plywood, Chipboard

Contact:

Besnik Salihu (General Manager)
decohomefurniture.ks@gmail.com
+383 (0) 44 981 145 (ENG)





Number 1 company in Kosovo for solid wood processing. We speak your language, you CAD we CAM.

Company: **Dekoriti Sh.P.K.**
Address: **Konjuh/Lipjan, 14000, Kosovo**
Telephone: **+38345666689**
E-mail: **dekoriti@hotmail.com**
Web: **www.dekoriti.com**

CORE BUSINESS: **Solid wood, plywood & veneer furniture**

Company Profile

DEKORITI is a family business and was founded in 1989. We adhere to our family core values and are committed to the success and the future of our company. We have built a strong image in the domestic and the regional market. DEKORITI is known for crafting beautiful solid wood furniture in many designs and styles. In 2015 we invested into a new quality finishing department and started exporting to EU markets.

Products / Services:

- Solid wood bathroom furniture,
- Bedrooms
- Kitchens and project based woodworking with solid wood
- Plywood and veneer

Technology / Machines:

- Solid wood processing machinery line
- CNC wood machinery
- Pressurized Paint Booth
- Furniture design software (CAD)

Capacities:

8000 sq. meter with a capacity to produce:

- 100 kitchens/month
- 1000 bathroom sets/month
- 200 bedrooms/month

Certificates / Standards:

Certified according to ISO 9001 : 2015 by TÜV NORD

Export Markets:

Switzerland, Germany and Norway.

No. of Employers:

50 (2018) Employers

Materials:

- Oak
- Walnut
- Mahogany
- Plywood
- Veneer
- MDF

Contact:

Orges Morina, Sales Manager
Email: dekoriti@hotmail.com
Cell: 00383 45 68 88 00 (ENG)





We address all your design needs. You may choose from a variety of custom styling details, sizes and configurations and we will create the ideal upholstered furnishings for your project. We are your best partner!

Company: **DIVANI SH.P.K**
Address: **St. Ahmet Kaciku, Ferizaj**
Telephone: **+383/ 45 499 162**
E-mail: **mentor@divanidesign.com**
Web: **www.divanidesign.com**

CORE BUSINESS: **Upholstered furniture**

Company Profile

We are a premier manufacturer of exceptional upholstered sofas with more than 10 years' experience and backed by more than 50 dealers in Kosovo and in the region. We currently own a significant market share in the domestic market. Let colors, materials and design lead your inspiration and we bring exclusive products to life and delight our customers. Naturally colorful living is reflected in everything we do – from product design, to business operations, our impact on the environment, and partnerships.

Products / Services:

- Sofas for the living rooms
- Cafes and restaurants

Technology / Machines:

- Sophisticated machines for sofas, CNC (Homag)
- CAD
- Production Planning and Steering system
- Quality Management System

Capacities:

2300 sofas per year (can be raised to 3000 – 4000 units/year)

Certificates / Standards:

In process of renewing ISO 9001:2015

Export Markets:

- Direct export: Macedonia, Montenegro
- Indirect export: Germany, Luxemburg, Switzerland

No. of Employers:

37 Employers

Materials:

- Beech, Walnut, Oak
- High density and memory foam
- Different eco - fabrics

Contact:

Mentor Berisha (Sale Manager)
mentor@divanidesign.com
+383 (0) 45 499 162 (Eng, Deutsch)





As a company we work hard to provide our customers with modern high quality products and superior service within a short delivery time.

Company: **Elnor sh.p.k**
Address: **Magj. Pr-Sk, 8th km, nn
10000 Prishtine, Kosovo**

Telephone: **+383 (0) 38 60 60 92**

E-mail: **info@elnor.eu**

Web: **www.elnor.eu**

CORE BUSINESS: **Solid wood and Panel
based furniture**

Company Profile

ELNOR is a wooden furniture manufacturer established in 2007. We offer a huge choice of products with value and style. At ELNOR we are devoted to the development of human capital and the investment into modern production technology. The quality of our products ranked us as one of the best wooden furniture in the region. Moreover, based on this quality we have managed to establish successful partnerships with European companies.

Products / Services:

We offer a variety of products such as: chairs, tables, kitchens, bedrooms, TV stands, and different wooden interiors. ELNOR is specialized in the productions of chairs. We offer more than 50 models of chairs to our customers. Our project management service provides clients with a one stop shop working with you, to design, build and manage complex furniture project.

Technology / Machines:

- CNC Routers with 5 Axis
- CNC Routers with 3 Axis
- CNC beam saw
- Press, veneer press, vacuum press
- Painting room and dry tunnel
- Machinery for solid wood processing
- Production Planning and Modeling (Corpus)

Capacities:

With a production area of over 6000 m², we produce as per below:

- Up to - 60.000 chairs /year
- 1000 - 2000 tables /year
- 150 – 250 kitchens / year
- Up to 17% of our production includes contracted projects for hotels, bars, restaurants, etc.

Export Markets:

Up to 38 % of our production is export and we export in countries such as: Albania, Montenegro, Switzerland, Germany and Luxemburg.

No. of Employers:

76 + 20 part time employees (2018)

Materials:

Beech wood, Oak wood, Walnut wood,
Plywood board, Laminated chipboard,
MDF board.

Contact:

Sheqer Ukaj, Managing Director
Email: sheqer.ukaj@elnor.eu
Cell: 00 383 44 84 72 67 (ENG)





We stand for product quality, competitive prices and professional communications.

Company: **Galanteria sh.p.k**

Address: **St.Ismail Qemali**

Telephone: **+383 45 522223**

E-mail: **Galanteria87@yahoo.com**

info@galanteria-group.com

Web: **www.galanteria-group.com**

CORE BUSINESS: **Wood processing - Furniture**

Company Profile

The Galanteria Company was established in 1987. The main product lines are furniture for offices, schools & universities and hotels & restaurants. Our company has a very professional staff with high education: engineers, economist and highly experienced technicians of wood processing. The company mainly works by orders and has excellent references in the execution of many projects for public institutions and private companies, both in the domestic and in export markets.

Products / Services:

- Assembly and installation of panel furniture for offices, schools & universities
- Elements of the interior of restaurants
- Other products based on orders.

Technology / Machines:

Production line for furniture with CNC machines and production line for solid wood products.

Capacities:

500 cabinets/month; 500 office desks/month;

Certificates / Standards:

All our furniture fully complies with European standards for the stability and sustainability: Cabinets EN 14743:2011, drawers EN 15338, office desks EN 527-1 EN 527-2.

Export Markets:

Netherlands, Italy and other EU countries.

No. of Employers:

20 Employers

Materials:

Solid wood, veneer MDF, raw MDF, HPL plywood, chipboard

Contact:

Muhamet Ymeri(CEO);
muhametymeri@yahoo.com
+383 45 522 223 (ENG)





We produce interior solutions for demanding customers according to their preferences and desires, with our high quality products, combining wood with metal and handcraft with industrial production.

Company: **“METAL TECH-KS”**
Address: **Fridojf Nansen 12010
Fushe Kosove,-.Kosovo**
Telephone: **+383 44 411117**
E-mail: **metaltechks@gmail.com**
Web: **www.metaltechks.com**
CORE BUSINESS: **Metal and wood furniture.**

Company Profile

The company was founded in 1982 and is one of the first furniture factories in Kosovo and even today continues to be a leading company in this field. The company started in the metal sector and expanded into the wood and textile sector. Our business is based on ongoing successful family traditions. Combining metal products with different types of solid wood is our particular strength in design and realization of various interior projects.

Products / Services:

- Production and installation of interior and furniture for hotels, bars, apartments, stores, offices and houses.

Technology / Machines:

- Machinery, tools and equipment for forging, metal bending and welding.
- CNC for cutting and engraving wood, mdf, plywood, chipboard.
- Edge bander (using regular Pu. glue).
- Solid wood processing machinery.(planers, table saws, band saws, jointer, panel saw, sanders, lathers, combination machine, etc)

Capacities:

Processing app. 250m' metal profile (for furniture) and 400m² of boards per day.

Export Markets:

Germany and Albania

No. of Employers:

25 Employers (2018)

Materials:

Metal , iron, solid wood, veneered mdf , raw mdf , chipboard, plywood, textile, leather, etc.

Contact:

Avdyl Morina, architect
metaltechks@gmail.com
+383 49 411 117 (ENG)





We care about furniture!

Company: **Palma, sh.p.k.**
Address: **Str.Mariie Shllaku,
Gjilan 60000, Kosovo**
Telephone: **+383 44 226 790 (ENG),**
E-mail: **palmamobile@hotmail.com**
Web: **www. palma-mobilje.com**
CORE BUSINESS: **Production of exclusive
tables, kitchens, bedrooms**

Company Profile

Palma was established in 2000 as a furniture trading company. In 2015 Palma expanded its activities by opening a 22,000m² furniture factory equipped with the most advanced technology where designs are developed and furniture are produced with great passion. The company has also 4 showrooms, including one in Switzerland.

Products / Services:

- Dining tables
- Coffee tables
- TV stands
- Bedrooms
- Kitchens

Technology / Machines:

Modern and newest technology HOMAG GERMANY,

Capacities:

- 10 kitchen units per day
- 10-15 bedrooms per day
- 50 tables per day

Certificates / Standards:

QUDAL, ISO 9001

Export Markets:

Switzerland, Greece, Poland, Saudi Arabia, South Africa, Israel, England

No. of Employers:

65 (production sector)

Materials:

MDF, CHIPBOARD, Solid wood

Contact:

Drilon Shahini (Sales manager)
+383 44 226 790 (Eng),
palmamobile@hotmail.com





TEFIK CANGA

SINCE 1947

Passion for design, a great appreciation for the hands that craft and the endless search for the finest materials.

Company: **Tefik Canga Sh.P.K**
Address: **#1 Ahmet Kaçiku,
70000 Ferizaj, Kosova**
Telephone: **+383 (0) 45330636
+383 (0) 44121921**

E-mail: **k.hyseni@oxa-group.com**
Web: **www.tefikcanga.com**
CORE BUSINESS: **Solid Wood Furniture**

Company Profile

Established since 1947 we remain committed to the highest standards of design and handcraftsmanship. Each and every piece of our furniture is crafted by trained artisans who bend, weave and form every chair and accessory by hand.

We have a wide range of contemporary and classic chairs. Our young, creative and professional team is constantly innovating and developing new products, Long experience with solid wood working and highly advanced technology enables Tefik Canga to produce high standard and qualitative products on consumer's demand.

Products / Services:

We offer the market's most extensive range of chairs, from modern to classic and rustic designs, from light oak to darker finishes. You can choose the idea-concept, supply your own design or we can design it. Choose the wood color and fabrics, and we can do it. You'll also find a large range of complimentary items such as tables, sideboards, cabinets, etc.

Technology / Machines:

On the manufacturing front, we have continuously invested into new technology and machinery to continue with the pace of new designs and styles to suit clients' needs (Massive wood line, Finishing line and Upholstery line).

Capacities:

50 000 chairs/year

Certificates / Standards:

In process with setting-up an integrated management system according to ISO 9001, ISO 14001 and OHSAS.

Export Markets:

Tefik Canga is already exporting to Western Europe (Germany, Switzerland, and UK), Australia and neighboring countries.

No. of Employers:

30Employers

Materials:

Beech, Walnut, Oak. We only use high grade raw materials, ecological wood and by paying attention to all our customers' specific needs, we strive to make every piece a masterpiece.

Contact:

Kenan Hyseni (Project Manager, Designer),
k.hyseni@oxa-group.com,
+383(0)45 33 06 36





Ukaj has product quality to the finest detail, perfect machinery, production capacity, export experience and competitive pricing.

Company: **N.P.T UKAJ**
 Address: **Magj. Pejë-Deqan
 186/4 No.80, Pejë, Kosovo**
 Telephone: **+377 44 180 603
 +383 (0) 39433180**

E-mail: **info@ukaj.com**

Web: **www.ukaj.com**

CORE BUSINESS: **Solid and Panel Based Furniture**

Company Profile

Ukaj Company is one of the leading suppliers of high quality furniture in Kosovo. We are a pioneer in the industry offering to the market a great choice of innovative and comfortable as well as environmentally friendly furniture. For over 32 years, the Ukaj Company has been providing furniture that is flexible, dynamic and attuned with the global and technological trends. The company continuously introduces new high-end furniture to remain at the forefront of the industry.

Products / Services:

- We offer a wide range of doors, kitchens, tables and showcases.
- We understand your needs and requirements and provide solutions to fulfill them.
- We are specialists in custom-made furniture. With our state-of-the-art workshop and skilled personnel we are able to create special designs and quality finishes.

Technology / Machines:

- Format saw for panels
- CNC 3 Axis
- CNC 5 Axis
- Press, Vacuum Press, Veneer Press
- Production planning and modeling (Corpus)

Capacities:

400 to 500m² (square meters) of boards per day

Certificates / Standards:

ISO 9001:2015

Export Markets:

Switzerland, Germany

No. of Employers:

33 employees (2018) and 10 seasonal workers

Materials:

Wood, MDF, Veneer, Chipboard with melamine, Acrylic coating

Contact:

Dafina Ukaj, Sales Manager
 Email: dafina_ukaj@hotmail.com
 Cell: +377 44 79 48 05 (ENG)



