



«**CARLO PORTE**»<sup>®</sup>

P r e s e n t a t i o n



- 1. ? Do You want to increase company profitability?
- 2. ? Or do You need stable and proper timely delivery?
- 3. ? Do You need to increase an assortment of marketable goods?
- 4. ? Do You need to replace product with low demand for it?
- 5. ? Do Your ambitions and capabilities urge you to direct cooperation with the manufacturer?



## 1. COMPANY OVERVIEW

### Business model

### Corporate structure of the company

Our company is the leading interior doors manufacturer in Ukraine. We present our products under «**Papa Carlo**»® trademark in Ukraine and «**Carlo Porte**»® trademark as for export.

Company was established in 1996 as family business.

It was a long way for a company from a small manufactory at the moment of foundation to a group of companies with a full cycle of production as it is now. Full cycle of production begins with sawing logs and finishes with made product.

Our group of companies consists of:

- **LLC «Gamma-Plus»** (production of individual doors, sliding systems, wall panels, elements of interior)
- **LLC «Allwood»** (production of blanks and doors, serial production of doors)
- **LLC «Stekloprom»** (glass production)



## AVERAGE NUMBER OF COMPANY EMPLOYEES

as for 01/01/2017

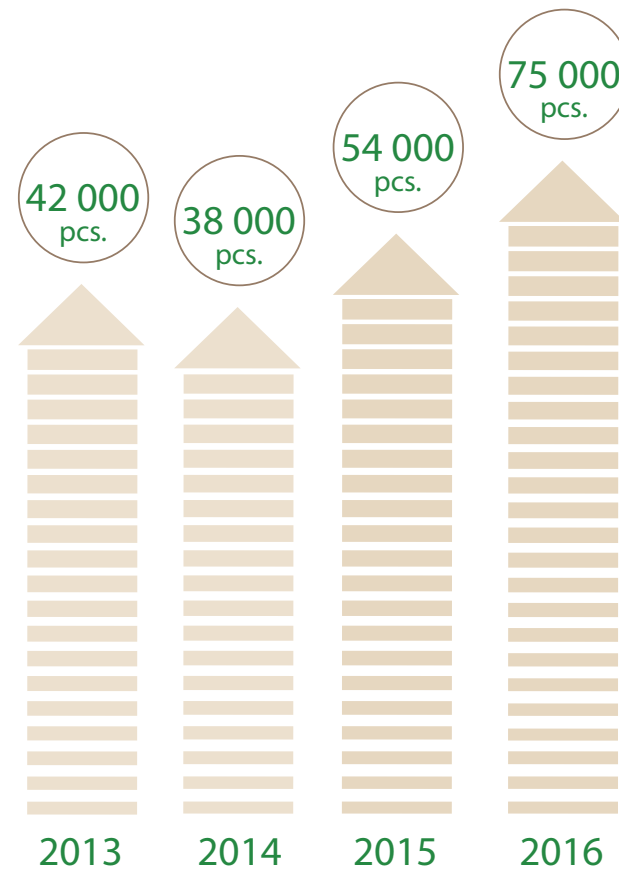
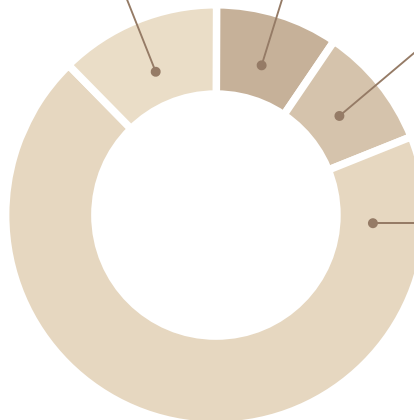
More than **160** employees work for the group of companies

Serving personal:  
20 employees

Administrative personal:  
15 employees

Administrative-support staff:  
15 employees

Workers:  
110 employees



## 2. BRIEF HISTORY

- 1996 – Foundation of the company as a small joiner's manufactory. At that time company had only ten production workers.

- Own brand store opened in Kharkov, Ukraine.
- Production of wall paneling, batten and wooden windows.
- Acquisition of production facilities, start of serial production of doors on the factory basis.

- Start of veneer doors manufacturing.
- Beginning of the dealer network creation.
- Start of new automatized assembly and paint lines.
- Blank production start-up - technological cycle started with wood sawing.

2003-2008

2009-2016

- Product range expanded, export volume increased.
- Production areas expanded to 20 000 sq.m.
- New technological processes and high-tech equipment implementation.

1996

1998-2002



### 3. PRODUCTION

High quality products and lower cost price compared with competitors' products are achieved by the fact that company company uses full cycle of production: it provides sawing of the wood, manufacturing and drying of the blanks for door production. Company uses wood processing wastes to heat the kilns and industrial areas.

Since 2010 in addition to production of the wooden components, the company has started its own production of glass component parts.

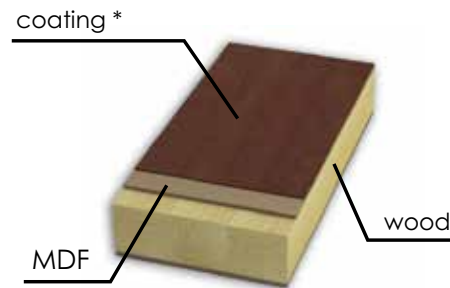
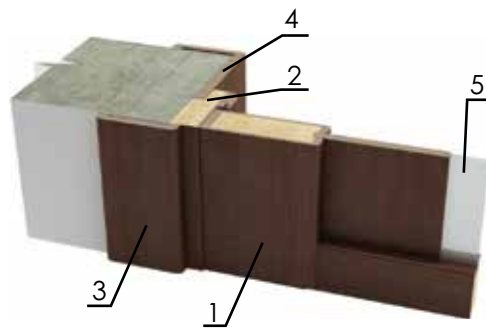
The factory has certified the production line and has certificates ISO 9001 and Environmental management systems ISO 14001.

Company uses modern equipment of world leading brands and it provides high technological advantage compared to competitors:

- Equipment for wood drying – TERMOLEGNO (Italy)
- Power-saw bench – SERRA (Germany)
- Cutting optimization lines – SALVADOOR (Spain), DINTER (Germany)
- Four-sided benches – WEINIG (Germany)
- Calibrating-polishing machines - HOUFEK (Czech Republic)
- Automatized coating machines – BARBERAN (Spain)
- Cutting machines – ROYEK (Czech Republic)
- Multi-blades panel saw – ZAFFARONI (Italy)
- Automatized painting line – MAKOR (Italy)
- Benches with computer numerical control for production of components – STEMAS (Italy)
- Automatic line cutting board materials - GIBEN PRISMA (Italy)



## 4. DOORS SPECIFICATIONS



1 Door leaf



2 Frame



3 Platband



4 Door frame extension



5 Frosted glass

\* Finish film (Belgium), Polypropylene film (Germany), natural veneer Fine-line are applied as coating.



## 5. PRODUCTS

Company produces 8 collections of door serial and individual production in different price segments, sliding partitions, wall panels and various elements of the interior.

## 6. SALES SYSTEM

Products are distributed in Ukraine through more than 180 retail and 5 company stores. About 30% of production amount is exported.





## 7. COMPETITIVE ADVANTAGES

1. The price of models finished with natural veneer, polypropylene and finish-film with similar design and construction is lower than the prices of other companies
2. The company applies modern hi-tech equipment and performs technological cycle by itself it provides lower cost price for product of similar quality
3. All products got 5 years warranty (OPTIMA collection - 2 years)
4. Better quality finish materials with lower price
5. Huge range of design and colors
6. Absolute environmental safety
7. Serial models available in stock



## CONTACTS

### **America, Canada**

Natalia Shterenberg

23 August str., 60

Kharkov, Ukraine, 61072

Tel: +38 (097) 915 78 89

Skype: natali\_cosmopolitan

e-mail: [natali@carloporte.com](mailto:natali@carloporte.com)

Eugene Mankin

3031 NW 60th Street

Ft Lauderdale FL, 33309

+ 1 (561) 990-9700

e-mail: [eugene@doorscenter.com](mailto:eugene@doorscenter.com)

### **Europe, Asia, Middle East**

Michail Nahliuk

23 August str., 60

Kharkov, Ukraine, 61072

Tel: +38 (067) 156 66 40

Skype: golkip86

e-mail: [razvitie.papacarlo@gmail.com](mailto:razvitie.papacarlo@gmail.com)