

A German manufacturer of high-quality flooring solutions seeks suppliers of engineered wood flooring (Sandwiches) and top layers.

Summary

Profile type	Company's country	POD reference
Business request	Germany	BRDE20250414001
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	• World
Contact Person	Term of validity	Last update
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General Information

Short summary

A German manufacturer of high-quality flooring solutions is seeking suppliers of engineered wood flooring and deck veneers. The company specializes in innovative and sustainable materials for residential and commercial projects. To expand its product portfolio, they are looking for European partners (sawmills and parquet manufacturers) who can provide top layers or prefabricated flooring, primarily in oak, walnut, ash, beech, and maple.

Full description

The German company is an established manufacturer of high-quality flooring solutions, as well as wall and ceiling applications. The focus is on innovative and sustainable materials, suitable for both residential and commercial projects. Production is primarily based in Europe, with a strong emphasis on quality, design, and ecological responsibility. Founded several decades ago as a family-owned business, the company has grown into a leading provider within its segment. Through continuous investment in research and development and close collaboration with both family-run timber suppliers and major purchasing cooperatives, the company has strengthened its market presence across various European countries. Previous successful international partnerships, particularly in distribution and market expansion, have helped establish a strong position, with the DACH region being a key market. The company is currently seeking a strategic partner in the parquet sector to procure prefabricated engineered wood flooring (sandwich construction) in various formats, including wide plank (Landhausdielen) and herringbone

(Fischgrät). Surface treatments, filling, and final packaging will continue to be handled in the company's own production facilities. All products should be available in standard grades: rustic, lively, and harmonious. Additionally, the purchase of top layers is also an option. The goal is to restructure the product portfolio, ensuring flexibility in both the thickness of the top layer and the core material (HDF or spruce). The company is open to purchasing fully finished entry-level products as well. The current demand is approximately 600,000 sqm of wide plank flooring per year, with the potential to double this volume under competitive market conditions or with the addition of entry-level products.

Advantages and innovations

Technical specification or expertise sought

- Supply of prefabricated parquet sandwiches or high-quality top layers in various wood types, including oak (95%), walnut, ash, beech, and maple
 - Availability of different sorting grades: rustic, lively, and harmonious, to ensure a diverse product portfolio
 - Flexibility in top-layer thickness and core materials (HDF or spruce) to adapt to different market segments.
 - Openness to supplying fully finished parquet products for the entry-level market
 - Current demand of approximately 50.000 sqm/month, with potential for increased volume based on market conditions and pricing
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Stage of development

Already on the market

Sustainable Development goals

- **Goal 11: Sustainable Cities and Communities**
- **Goal 12: Responsible Consumption and Production**
- **Goal 13: Climate Action**
- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 8: Decent Work and Economic Growth**

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

The company is looking for sawmills and parquet manufacturers to collaborate with.

Role and Responsibilities of the Partner:

- Supplying top layers, sandwiches or prefabricated engineered wood flooring
- Preferred wood species: Oak (95%), Walnut, Ash, Beech, and Maple

Type of partnership

Supplier agreement

Type and size of the partner

• SME 50 - 249

Dissemination

Technology keywords

Market keywords

• 09004008 - Other manufacturing (not elsewhere classified)

Targeted countries

• World

Sector groups involved