EIWTC S.à r.l. – Corporate Presentation

Two disciplines. One commitment.

English editorial reading version

This version follows the supplied German text for the corporate presentation. It is an edited, structured reading version, not a verified word-for-word transcription of the longer audio episode or the video.

Company profile and areas of expertise

- Two autonomous business areas: Wood & Trade and EIWTC Security Advisory.
- Wholesale timber products and sourcing, alongside manufacturer-independent door and security planning advice.
- Aim: reliable material supply and prevention of costly technical interface errors in buildings.

1. Introduction and company structure

Host: Welcome to the corporate presentation of EIWTC S.à r.l. Headquartered in Mertert, Luxembourg, the company unites two specialist business areas under the statement “Two disciplines. One commitment.” How is EIWTC structured, and what distinguishes the organisation?

EIWTC representative: Thank you. For more than fifteen years, EIWTC has stood for reliability, international trading experience and sound technical advice. The company is built on two autonomous and complementary pillars: international timber trading and sourcing (Wood & Trade), and manufacturer-independent consulting in physical building security and technical door planning (EIWTC Security Advisory). Both areas follow the same principles: clear processes, independence and sustainable problem-solving, from the initial requirements through tendering and delivery.

2. Wood & Trade – Timber trading and sourcing

Host: Which products and sourcing services does EIWTC offer through Wood & Trade?

EIWTC representative: We supply and coordinate high-quality semi-finished and finished industrial wood products. The range includes softwood and hardwood panels, solid wood flooring, specialised door components, as well as pellets and briquettes. We draw on an established European network of manufacturers and coordinate the sourcing process.

Host: How do you support customers along the supply chain, and what benefits do they receive?

EIWTC representative: We support the entire process: defining technical product requirements and quality standards, checking the necessary documentation and certificates, coordinating delivery and providing commercial follow-up. Our customers – including timber wholesalers, DIY retailers, furniture manufacturers and industrial businesses – benefit from time savings, traceable documentation and greater planning certainty.

3. EIWTC Security Advisory

Host: What challenge does EIWTC Security Advisory address in modern construction projects?

EIWTC representative: In modern buildings, the door is a key interface between several disciplines. Door hardware, access control, fire and smoke protection, escape routes, electrical engineering and operational procedures must all work together. Inadequate coordination can lead to misunderstandings and costly interface problems. EIWTC Security Advisory translates functional requirements into clear, manufacturer-independent specifications suitable for implementation.

Host: What services does the consultancy cover, and how do owners and planners benefit?

EIWTC representative: Our consulting services focus on five areas: (1) door and access planning based on “function before product”, including six essential planning questions; (2) tender and specification advisory, with neutral and system-open descriptions of requirements; (3) security consulting that links protection needs, access permissions and operations; (4) resilience advisory that helps maintain critical functions during disruptions; and (5) technical consulting and interface coordination between door technology, electrical engineering and building systems. The goal is independent decision-making, fewer avoidable change orders and transparent, neutral tenders.

4. Approach and conclusion

Host: How does a typical consulting project proceed, and what is the overall message?

EIWTC representative: We work through four stages: understand, structure, specify and support. The resulting deliverables may include coordinated door schedules, functional concepts and documents suitable for further planning and tendering. EIWTC brings together material expertise and systematic security planning under one corporate brand. Find out more at www.eiwtc.lu.