

“The latest treasure of Vila Nova de Foz Côa”

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SoliceL is a company which extracts and processes schist and sells vineyard props. Born in the 60s, the company’s head office is located in Vila Nova de Foz Côa. During its first thirty years of business, providing vineyard props for Douro’s vines was its main activity.

In the 90s, the company decided to bet on the extraction and commercialisation of schist plaques, its main activity at present. These plaques can be used for cladding; kitchen counters; bathrooms interior parts and for decoration. Pedro Duarte, the founder’s grand-son and current manager of the company, affirms that “the product quality is different, quite better, and the variety of the produced material is wider” and he refers, as an example, the simultaneous commercialisation of black and oxidised schists “a unique production that no other company proposes”.

SoliceL’s strategy to conquer new markets is to divulge its existence by being around in the fairs, all around the globe.

“A good strategy to put on display the products and to extend to other countries”. Furthermore, SoliceL “tries to find out some good and reliable international partners in order to help us divulge the material on sale”. Moreover, this is to the external market that SoliceL sells the bulk of its total production, around 95%. The strongest purchasers are now the French and German markets but the company also exports to Spain, Italy, Norway, Poland, the USA, Russia and the UAE.