

Export opportunities of Warmia and Mazury voivodeship

December 2009



Warmia and Mazury
Regional Development Agency Joint Stock
Company in Olsztyn





**PROGRAM
REGIONALNY**
NARODOWA STRATEGIA SPÓJNOŚCI



UNIA EUROPEJSKA
EUROPEJSKI FUNDUSZ
ROZWOJU REGIONALNEGO



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December 2009



Project cofinanced by the European Union through the European Regional Development Fund within the Warmia and Mazury Regional Operational Programme for years 2007-2013 and the budget of the Warmia and Mazury Local Government

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Introduction

This publication has been prepared for order of the Warmia and Mazury Government with a view of partners interested in establishing business contacts with companies from the Warmia and Mazury region.

This publication aims to present the sectors being a basis of export offer of voivodeship. It contains information about companies that are leaders in these sectors in terms of volume production for export. In the first part of the publication you can find basic information concerning the rules for intra-Community acquisition of goods. There will be described some concepts: the territory of country, community and goods, transactors of intra-Community acquisition of goods and conditions of intra-Community acquisition of goods.

We hope that this brochure will be invaluable in the activation of economic cooperation of enterprises from Warmia and Mazury region, and information contained here on export opportunities for the region, together with targeted offers exporters will find their practical application.



1. TERMS OF TRADE WITH POLAND

Intra-Community ACQUISITION OF GOODS

The abolition of customs barriers between the Poland and the European Union countries, which took place on 1 May 2004 resulted in many changes in business operations carried out by Polish entrepreneurs within the Community. Imports of goods, defined as the acquisition of goods made outside the Polish territory, has been replaced by imports in the narrower meaning, and includes only the acquisition of goods from non-EU countries and intra-Community acquisition of goods, which refers only to transactions within the European Union.

We have a similar situation with the export of goods, while export to EU countries is defined as intra-Community supply of goods. It should be noticed that these transactions always occur in pairs - intra-Community supply of goods in one member state corresponds with intra-Community acquisition of goods in the territory of another member state.¹

To consider the acquisition of goods for intra-Community, it is necessary that the following conditions are fulfilled together:

- the subject of intra-Community acquisition must be a 'commodity',
- it must have an 'intra-Community' character, that is it involves the physical movement of goods between two countries of the European Union,
- intra-Community acquisition of goods must be made 'for payment', both the buyer and the person supplying the intra-Community transactions are taxable value added tax in accordance with the regulations of the countries of Community (e.g. VAT payer in Germany) and tax on goods and services within the meaning of the Polish Law Tax on goods and services.²

In accordance with article 9, paragraph 1 of the Act on tax on goods and services³ by intra-Community acquisition means acquiring the right to dispose as owner of the goods, which are a result of the supplies are dispatched or transported on the territory of a member state other than the member state of dispatch or transport by making the delivery, the purchaser of goods or on their behalf.

The concept of the territory of country and the territory of the Community.

Understanding the concept of 'territory of country' and 'territory of the community' is very important for entrepreneurs. In accordance with article 2, paragraph 1 of the Act on tax on goods and services⁴ by 'territory of country' means the territory of Poland. In accordance with article 2, point 3 of the Act on tax on goods and services⁵ by the territory of the Community - means the territories of the member states of the European Community, except that for the purposes of the Act the Principality of Monaco is looked upon as the territory of the French Republic, the Man Isle is looked upon as a territory of the United Kingdom of Great Britain and Northern Ireland, the sovereign base areas of Akrotiri and Dhekelia are looked upon as a territory of the Republic of Cyprus. Thus, for example, delivery from the Principality of Monaco is not an importation of goods, but intra-Community acquisition of goods.

By contrast, the opposite - the following territories of the member states shall be looked upon as exempt from the European Community⁶:

- Helgoland Isle, the territory of Buesingen - from the Federal Republic of Germany,
- Ceuta, Melilla, the Canary Islands - from the Kingdom of Spain,
- Livigno, Campione d'Italia, Italian waters of Lake Lugano - from the Italian Republic,
- The French overseas departments - from the French Republic,

1 T. Michalik, Komentarz..., s.104.

2 M. Wystrychowski, Wewnątrzspółnotowe nabycie..., s. 107 i n.

3 Dz. U. Nr 55, poz. 535 ze zm.

4 Dz. U. Nr 55, poz. 535 ze zm.

5 Dz. U. Nr 55, poz. 535 ze zm.

6 J. Jędrzczyk, VI Dyrektywa..., s.55 i n.

- The Mount Athos – from the Hellenic Republic,
- The Aland Islands – from the Republic of Finland,
- The Channel islands - from the United Kingdom of Great Britain and Northern Ireland,
- The Gibraltar is also looked upon as an exempt from the European Community.

All transactions which are performed on the aforementioned territories are not made on the territory of the Community. The effect is that these transactions are not considered as intra-Community transactions (but for export and importation of goods for tax purposes). It should be noticed that the territory of the Community is different for tax purposes and for various duties. For example, therefore, the acquisition of goods from the Canary Islands for tax purposes is the importation of goods, but in terms of customs regulations is a transaction taking place within the Community.

The concept of commodity.

In accordance with article 2, point 6 of the aforementioned act, the term 'commodity' means movable things as well as all forms of energy, buildings and structures, or parts thereof, being a subject of transactions which are subject to tax on goods and services that are listed in the classifications issued on the basis of the regulations of the public statistics and land. It should be noticed that there could not effectively be done transactions of intra-Community acquisition with reference to buildings, structures and parts thereof, and the land due to the transboundary nature of intra-Community transactions. It requires, as the need for physical movement of goods, which in these cases is impossible.

Referring to the regulations of the act on tax on goods and services⁷ as 'goods' may be considered subjects meeting the following conditions:

- these have to be things which are subject to VAT, i.e. goods which are 'capable of being subject to taxation', and therefore must exist in relation to them free and legal opportunity of business turnover⁸,
- they must be listed in the classifications issued on the basis of the provisions in the public statistic.

As a result, things that do not meet any of these conditions cannot be regarded as goods in understanding of the act on tax on goods and services.⁹

Conditions of the intra-Community acquisition of goods.

Legislature in art. 5, paragraph 1, point 4 of the act on tax on goods and services¹⁰ conditioned the occurrence of taxable intra-Community acquisitions of goods on the need to do it 'for payment'.

Taking into account the available case law and views of doctrine, to consider the acquisition of goods for the acquisition 'for payment' there must be met the following conditions:

- there must be a close and direct connection between the fact of supply and receive a salary,¹¹
- **otrzymane wynagrodzenie musi dać się ekonomicznie określić w formie**

⁷ Dz. U. Nr 55, poz. 535 ze zm.

⁸ So too A. Bartosiewicz, R. Kubacki komentarz..., s. 48.

⁹ So T. Michalik, , Komentarz..., s. 18.

¹⁰ Dz. U. Nr 55, poz. 535 ze zm.

¹¹ The nature of the condition derives from the jurisdiction of Tribunal. One of more important verdicts was ruling in the case of R. J. Tolsma v. Inspecteur der Omzetbelasting Leeuwarden, C- 16/93, ECR 1994, p. I-743. The Tribunal was faced with the need to answer the question of whether street performances, for which the person is receiving donations may be regarded as the provision of services for payment. In this case, the player did it voluntarily, at any time, being able to finish the performance. In the settlement, the Tribunal held that 'the provision of services is carried out for payment and taxed only when there is a legal relationship between provider and recipient, which is under consideration, the payment received by the service provider is the value actually transferred in exchange for services rendered for a customer'. These conditions are not fulfilled in the case of the business of playing music in a public place, for which no provision for any payment. See also A. Bartosiewicz, R. Kubacki, Komentarz..., op. cit., p. 112 and M. Kalinowski (w:) Brzeziński B., Kalinowski M., European law..., op. cit., p. 114.

pieniężnej¹².

Without a doubt a necessary condition for the VAT taxation of transaction should be that the transaction carried out for payment occurs only if between contractors (supplier and buyer) there is a relationship of a legal connection.¹³ The payment for the other side does not mean that it has a contractual basis, which comes from the will of the party, and consequently that it is involved in the transaction of purchase.¹⁴

In the trade between member states of the Community shall not apply customs duties, while in importation from countries outside the grouping a uniform customs tariff is in force. Customs duties are charged at the border of a country or a customs union in connection with the transported goods across the border. The customs union is the elimination of all customs duties and other barriers in trade turnovers between members of the union (e.g., quantitative restrictions, charges on the same basis as the duties, i.e. only from foreign products, etc.) and establishing a common (identical for all members union) tariff and customs rules in the relations between the union member states and third countries.¹⁵

Entities of intra-Community acquisition of goods.

The rule is that in order to successfully reach the intra-Community acquisition of goods (similar to intra-Community supply of goods) in another member state, the purchaser of the goods must be:

- Polish or other EU VAT taxpayer, and the purchased goods have to be intended to activities performed by him as a taxpayer, or
- Non-taxable legal person referred to above.

Obviously a supplier must also be a Polish or other EU VAT payer. It should be underlined that not all taxpayers can make an effective intra-Community supply of goods, because in accordance with the provisions of art. 13, par. 6 of the act on tax on goods and services¹⁶, intra-Community supply of goods occurs when the supplier is a taxpayer who declares his intention to make intra-Community supplies of goods and has been registered as EU VAT taxpayer according to art. 97 of the aforementioned act.¹⁷

12 Ruling in the case of Empire Stres, C-33/93, LEX no 84228 and ECR 1994, s. I-2329. The Tribunal held that the payment for the supply of goods, and at the same time the tax base within the meaning of the VI Directive may be providing the services, if there is a direct connection between the supply of goods and the service and when the value of these services can be expressed in the amount of money. The Tribunal also added that if the salary is not the amount of money agreed by the parties, this value, which is a subjective value, not a value based on objective criteria, must be equal to the value that the recipient of the services performed as a compensation for the delivery of goods associated with the services that wishes to obtain and must correspond to an amount which he is ready to spend for this purpose.

13 W. Maruchin, Nabycie towarów w krajach Unii, Gazeta Prawna z dnia 23-25 kwietnia 2004r

14 M. Wystrychowski, Wewnątrzspółnotowe nabycie..., s. 126 i n.

15 www.ukie.gov.pl

16 Dz. U. Nr 55, poz. 535 ze zm.

17 A. Bartosiewicz, R. Kubacki, VAT 2008..., s. 181 i n., oraz T. Michalak, Komentarz..., s. 107.

2. WHERE FOR INFORMATION

In the country

More information dedicated to the common EU trade policy applied to third countries, including issues arising from the work of the World Trade Organization (WTO), can be found on the website of the Ministry of Economy: www.mg.gov.pl.

On the fold *Foreign trade* you will find among others current information about the regulations of EU trade with third countries, as well as information on current issues discussed at the EU forum and the WTO. There were also addressed issues of trade measures regulating trade of goods in terms of the EU - third countries such as customs tariff, duty exemptions and other tariff measures (preferential), whose essence consists of the possibility of importation at lower duties than those of the EU custom tariff and various measures of restrictions rationing trade of goods with third countries, such as those resulting from anti-dumping proceedings, anti-subsidy and against excessive importation.

Ministry of Economy is also responsible for the promotion of Polish export in the country. For this purpose the Export Promotion Portal was created: www.exporter.gov.pl. Those interested can find there detailed data, practical information and studies about foreign markets and inquiries of foreign customers who are looking for suppliers from Poland and information about tenders. Polish entrepreneurs interested in exporting their goods and services can put their company offer on the portal for free.

Outside the borders of Poland exporters are promoted through the Departments of Promotion of Trade and Investment (DPTI), which have in their scope of services, among others.:

- Promotion of Poland and Polish economy,
- Support and advice for Polish exporters searching for markets in the territory of the functioning of given DPTI,
- Encouraging companies operating in the territory of the functioning of given DPTI to invest in Poland,
- Assistance in establishing business contacts between Polish and foreign companies,
- Searching for suitable distributors, importers and exporters,
- Providing information on trade fair events and exhibitions,
- Initiating cooperation between Polish and foreign regions,
- Cooperation in the organization of seminars and missions on economic issues.

The actual list of the Departments of Promotion of Trade and Investment you will find on website of Ministry of Foreign Affairs www.msz.gov.pl and in information service of the Departments of Promotion of Trade and Investment of Embassies and Consulates of Poland www.polska.trade.gov.pl.

In Warmia and Mazury voivodeship.

International cooperation of Warmia and Mazury voivodeship supports and coordinates **the Department of International Cooperation and Foreign Investment (ICFI) in the Office of the Marshal of Warmia and Mazury**. This Department is responsible for economic promotion of the Region abroad in favour of gaining of direct foreign investment and promotion of in the European and international institutions. The tasks of the ICFI Department also includes initiation of activities aimed at participation of the Warmia and Mazury region in international organizations, bringing together regional and local authorities, elaborating projects of foreign cooperation plans, and taking actions towards European integration and international cooperation.

For the activation of international cooperation, there is working the **Warmia and Mazury Regional Development Agency Joint Stock Company in Olsztyn**, in which operates the Contact Point of the Enterprise Europe Network to support entrepreneurship through:

- providing information on how to use EU funds,
- help entrepreneurs in finding suitable partners abroad to develop new products, entering new markets, undertake joint research and development works,
- providing information to entrepreneurs about the EU policy on innovation, intellectual property rights, legislation,

- by applying a 'feedback mechanism' a network is news channel for the European Commission about the observations, experience with the legal circumstances in which entrepreneurs operate. Business contribution here is invaluable because provided knowledge will better shape the legislation in the EU.

EEN contact point belongs to net of points managed by consortia. **Warmia and Mazury Regional Development Agency** is a member of **BISNEP consortia - Business and Innovation Support for North - East Poland**, comprising the University of Warsaw - who is the coordinator of the project, Lublin Development Foundation, Podlasie Regional Development Foundation, University of Warmia and Mazur, Lublin University of Technology. Area of activity of a consortium are three voivodship from the territory of the North - Eastern Poland: Warmia and Mazury, Podlaskie and Lubelskie.

BISNEP is an international link of **Enterprise Europe Network**, which is a new initiative of the European Commission, whose strategic goal is to help develop the potential and innovative capacity of the sector of Small and Medium Enterprises in Europe. Which in turn increase its competitiveness on the global market. SMEs are particularly important for the European economy as a whole, constitute its core, they are the main source of jobs and innovation processes. The network brings together around 500 organizations from almost 40 countries.

Services provided by the network include:

- support for enterprises in obtaining information on the use of European funds,
- help entrepreneurs in finding suitable partners abroad to develop new products, entering new markets, undertake joint research and development works,
- providing information to entrepreneurs about the EU policy on innovation, intellectual property rights, legislation,
- by applying a 'feedback mechanism' a network is channel of news for the European Commission about the observations, experience with the legal circumstances in which entrepreneurs operate. Business contribution here is invaluable because provided knowledge will better shape the legislation in the EU.

Cross-border cooperation of entrepreneurs is also supported by the **Warmia and Mazury Investor Assistance Centre**. Warmia and Mazury Investor Assistance Centre was established in February 2005 under a tripartite agreement between the Polish Agency for Information and Foreign Investment, Warmia and Mazury Marshall Office and Warmia and Mazury Regional Development Agency Joint Stock Company in Olsztyn. The main tasks of Warmia and Mazury Investor Assistance Centre (IAC) are working to promote the regional offer investment and active participation in the process of handling foreign and domestic investors, monitoring of the status of investments in the region, maintaining databases with investment offers and consulting for recipients of investment.

IAC activities are directed in particular to the promotion of Warmia and Mazury, as areas especially attractive to a potential investor. In cooperation with the Polish Information and Foreign Investment Agency in Warsaw, the IAC can reach a very wide range of potential investors, both domestic and foreign with the top offers.

Furthermore, IAC provides its help in a professional consultancy in the development of a comprehensive offers of areas and facilities prepared for new investments and in their promotion by domestic and foreign channels; provides investors with all the economic and other information needed at the stage of location selection; finding suitable locations for investment - both 'Greenfield' and 'Brownfield'; looks for locations for investments; helps in contacts with central and local government organizations in organization of cooperation with foreign partners.

3. Export offer of Warmia and Mazury voivodeship

3.1 The food industry and agriculture

The food industry in the region has a high share of industry in total industrial output, high employment and high level of availability of raw materials (agriculture). Greatest importance in this section has a production of food and beverages, its value is approximately 1 / 3 of the value of sold production. The region has a dominant position on a national scale in the production of poultry meat (especially turkey), beef and pork, ham, butter, beer. Important position in the volume of food production in Warmia and Mazury occupy fruit and vegetable juices, frozen foods, cereal, flour, milk and haberdashery milk, honey, fish (smoked and canned). Food processing is based mainly on local raw materials of high quality, produced in a clean environment. Research & development units situated in the region are working for the food industry (mainly R&D units related with the University of Warmia and Mazury). They have achievements in research and development and implementation of innovations, especially in areas such as dairy (new technologies of ripened cheese, cottage cheese, cream, casein), meat industry, fruit and vegetable processing.

On the following pages you will find offers of enterprises from the region working in this branch of industry and related branches such as machinery for agriculture and food industry.



Confectionery Plants

„Jutrzenka – Dobre Miasto” Sp. z o. o.

Description:

The company was founded in 1945. In the course of its existence several times changed its business profile that in January 1955 start production of sugar confectionery. The confectionery industry became in 1962 the main direction of business development. Then in Dobre Miasto there was built a modern producing confectionery plant. Since 1965, as a Work Cooperative Confectionery Industry „Jutrzenka” in Dobre Miasto began a foreign selling and launched export among others to Germany, Canada, Saudi Arabia, Hungary and France. Through all the years the Confectionery Plant „Jutrzenka - Dobre Miasto” won the trust of clients thanks to unique taste and high quality sweets, made on the basis of the old, proven, home-made recipe. To the production of confectionery company uses only the best quality natural raw materials from the cleanest areas of Poland, without addition of chemical preservatives. As a result of efforts to hands of the customers go tasty, good quality products in a neat package. „Jutrzenka” customers are mainly citizens of the Warmia and Mazury region and Kujawy and Pomorze, who for several generations enjoying, among other things: „Plum in chocolate” and „Krówki”. Since 2006 „Jutrzenka – Dobre Miasto” has taken steps to expand the area of distribution in areas not yet subject to any marketing activity - trade and support for regions with a large, untapped potential. The effectiveness of these actions is confirmed by positive and measurable signals that stimulate company to work even harder. The motto of „Jutrzenka” is the flexibility, professionalism, and build lasting business relationships to ensure mutual benefits.

Products:

The most popular products of „Jutrzenka” are:

- plum in chocolate,
- candied plum in chocolate,
- biscuits in chocolate,
- wafers in chocolate,
- Krówka (vanilla, cocoa, sesame, mix, manual vanilla),
- Maxi krówka (vanilla, cocoa baton),
- Toffi (vanilla, cocoa, joker),
- Irys (cream, cocoa, sesame).



The largest recipients:

Country: **Germany, Canada, Saudi Arabia, Hungary, France**

Certificates, ISO, Awards:

Jutrzenka Dobre Miasto on its account has a number of awards and prizes. Here are some of them:

- Implemented the **HACCP** system,
- **MISTER POLAND Certificate** for All groups of products,
- **DOBRE BO POLSKIE Certificate in 2001, 2002, 2003** – for milk products „ Krówki”,
- **AGRO POLSKA in 2000, 2001, 2002 i 2003** – for „Plum in chocolate”,
- **POLISH FOOD PRODUCER in 2000 i 2001** – for „Plum in chocolate”,
- **I Prize** on „ **XXVIII Krośnieńskie Targi EUROregionalne**” in **2006** – for „ Krówka waniliowa”,
- **THE BEST PRODUCT AND SERVICE IN WARMIA AND MAZURY** in category **PRODUCT in 2006** - for „Plum in chocolate”,
- **THE BEST FROM THE BEST** for promotion of **Warmia and Mazury in country and abroad in 2006**.

Address:

Confectionery Plants „Jutrzenka – Dobre Miasto” Sp. z o. o.

ul. Jeziorańska 16

11-040 Dobre Miasto

tel. +48 89 616 12 55, Sales Department tel. / fax +48 89 616 14 17

fax +48 89 615 11 55

www.jutrzenka-dobremiasto.pl

e- mail: jutrzezka@jutrzenka-dobremiasto.pl



Mazurskie Miody ZPH Karolina Bogdan Piasecki

Description:

Mazurskie Miody ZPH is a company with a long tradition in beekeeping. The company's beginnings date back to 1964 when Bogdan Piasecki established the first own beehives. With time hobby turned into a plant which is today a prosperous business meeting very strict requirements of the European Union related to food production - as evidenced by the introduction of a safe product system HACCP. Modern factory laboratory, supervision of the County Veterinarian, constant cooperation with the Department of Apiculture, University of Warmia and Mazury, and numerous prizes and awards confirm the high quality of products. Mazurskie Miody deal with buying, conditioning and selling of bee honey, the production of Meads and liquor „Piasecki.

Products:

The most popular products are:

- bee's honey (multiflower, acacia, lime, buckwheat, nectarine-honeydew, heath, rape, coniferous honeydew),
- mead (Pótorak Piasecki, Pótorak Rodowy, Dwójniak Warmiński, Dwójniak Grunwaldzki, Trójniak Mazurski, Trójniak Kresowy, Czwórniak Biesiadny ,Czwórniak Honey Wine),
- vodka (Piasecki Vodka),
- honey vodka (Piasecki Honey, Piasecki Cherry, Piasecki Quince, Piasecki Forest, Piasecki Quincy).

The largest recipients:

Country: **the European Union countries,**

Entity: **dairy, pharmaceutical, liquor, confectionery, wholesale customers and retailers from whole country**

Certificates, ISO, Awards:

- **ISO 9001:2000,**
- **HCCP,**
- **Silver Medal** on International Beekeeping Fair **API EXPO 2002,**
- Medal and registration in Book 'The Best from The Best' for special merits in promotion of Warmia and Mazury in country and abroad in 2003 granted by Marshal of Warmia and Mazury voivodeship,
- Medal in a competition MERCURIUS GEDANENSIS for the highest quality of product in category „Fruit-vegetable preserves“ for bee's and lime honey during POLFOOD 2004 in Gdańsk,
- **Mercurius Gedanensis 2005 Medal** for the highest quality of product in category „ Fruit-vegetable preserves“ for a range of bee's honey during **POLFOOD 2005 in Gdańsk,**
- **Złoty Laur Konsumenta 2008** in category 'Honeys',
- **Silver Medal for mead „Czwórniak Biesiadny“** oraz **Silver Medal for mead „Dwójniak Warmiński“** granted by National Council of Winemaking and Honey making,
- **Złoty Laur Konsumenta 2009** in category 'Honeys',
- **Laur Konsumenta 2009 Grand Prix,**
- **Silver Medal for mead „Pótorak Piasecki“** and **Brown Medal for mead „Dwójniak Warmiński“** granted by National Council of Winemaking and Honey making.

Address:

MAZURSKIE MIODY ZPH Karolina Bogdan Piasecki

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fax 89 513 64 34

www.mazurskiemiody.pl; www.piaseckivodka.pl

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Group "ANIMEX" S.A.

Branch in Elk



Description:

Group Animex S.A Branch in Elku for several years has been at the forefront of producers of meat and meat processing. Start of the factory gave the city slaughterhouse, which was founded in 1907. Modern plant was built in 1974, in a very attractive, ecologically cleanest Polish region. Currently, it is one of the largest meat processing companies in the country. From 23 January 1997, Meat plants 'Mazury' are in the **Group "Animex" S.A.** This allows the company began streamlining operations in manufacturing, technology, distribution and sale of products. Production takes place under constant surveillance factory Quality Control Department, the Veterinary Sanitary Inspection, veterinary services on behalf of the European Union. Signed contracts with growers allow a regular supplies of the best raw materials. Most of the products are produced by their own original recipes, based on years of experience of the company.

Products:

Among the manufactured products are:

- pork, sausages (among other things: thin sausages, little dry, dry), offal meats, smoked bacon (among other things: ham, fillets), pressed products (including hams and shoulders preserved),
- canned meat (pork, beef, pork-beef), fatty-meat, delicatessen products.

To the products which are willingly purchased by consumers, we include:

Poledwice Sopocką, Wędzoną, Bohuna; Schab Chłopski; Szyńska Wędzona Wiśniowa; Szyńska z Liściem; Szyńska Dojrzewająca Mazurska; Kielbasa Wiejska – Wianki; Kielbasa Krakowska Sucha; Kielbasa Podszuszana; Kielbasa Myśliwska; Kielbasa Kabanosy; Kielbasa Żywiecka; Kielbasa Podawawska; Parówki; Berlinetki; Serdelki.

Export products:

- export smoked meats (Kabanosy, Kielbasa Myśliwska, Kielbasa Sucha, Wiejska Wianki, Poledwica Sopocka, Szyńska Bankietowa, Boczek Wędzony Parzony),
- export tinned meat (Gulasz angielski, Wieprzowina w sosie własnym, Tuszonki wieprzowe),
- export of pork in elements e.g.: Pork fillet, Porkneck, Pork bacon.

The largest recipients:

- Plant has the export entitlements on markets in the European Union and third world countries. Products go on tables among others: **Sweden, Germany, Holland, Belgium, Great Britain, Romania, Lithuania, Latvia, Ukraine, Korea, Japan, Lebanon,**
- Currently we are working with many famous customers, including large chain stores and hypermarkets such as **Makro Cash & Carry, Auchan, Carrefour, Tesco, Geant, Leader Price, Biedronka.**

Certificates, ISO, Awards:

- Emblem "Teraz Polska" 1995 - for the sausage in the fifth edition of the competition,
- **Diploma of the Minister of Agriculture and Food Economy and the Institute of Meat and Fat Industry 1996** – for a cream liver sausage and tinned food in a competition 'The highest quality products in the Polish meat industry',
- Quality Management System **ISO 9001:2000,**
- Environmental Management System **ISO 14001:2004,**
- Food Safety Management System – **HACCP System,**
- **BRC** - British Retail Consortium, **IFS** – International Food Standard.

Address:

GRUPA „ANIMEX” S.A. ODDZIAŁ W ELKU

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19-300 Elk

tel. +48 87 621 93 00

fax +48 87 610 84 69

www.animex.pl

e-mail: elk.sekretariat@animex.pl



INDYKPOL S.A.

Description:

Indykpol Group is the largest poultry organization in Poland specializing in production of turkey meat and its preserves. It holds approximately 20% of the national market for turkey products. Economic activity of Indykpol SA takes place in several related areas of production. It consists of the production of nestlings of turkey, chicken and geese, turkeys for fattening, and processing and marketing poultry products. Vertically integrated manufacturing organization lets Group to better control of introduction into the production of raw materials and guarantees the gross margin at various levels of organization. For 16 years it has been producing turkey livestock on their own farms, which provide 20% of the raw material of poultry processed by the Group (35% of raw turkey). In the near future Indykpol intends to expand the structure of the company for another dip, i.e. its own fodder factory. Preparations of turkey meat with logo INDYKPOL are characterized by high content of easily digestible protein, low content of fat, low calorificity, low level of cholesterol and high content of vitamins from group B. In addition, these products have delicate and mild flavour and are easy to prepare. Thanks to its nutritional qualities, turkey products are recommended for anti-cholesterol prophylaxis, for the elderly, convalescents and children. Thanks to nationwide distribution network, the company offers its products throughout the country. It is also a respected exporter of turkey meat and processed goods. For several years Indykpol exports products on market in the European Union countries, currently Indykpol invests there every four kilogram of its products. Indykpol is a company with advanced and modern technology of processing of poultry meat. The company administers the most modern lines of slaughter and share of poultry in Europe.

Products:

Indykpol commercial offer includes:

- preparations of turkey meat including breakfast sausages (among others: the most popular "Jedynki"), pies, ham, smoked bacon, sausage, barbecue, sausage sandwich,
- carcass,
- elements and meat of turkey, chicken and goose;
- precious meat group (among others: Krakow dry sausage, żywiecka and thin smoked poultry sausages „Jedynki”)

The largest recipients:

Country: **Germany, France, Great Britain, Slovakia and Lithuania.**

Certificates, ISO, Awards:

- **HACCP System** 1999, **ISO 9001** 2004,
- **IFS, BRC** 2004,
- **I place** during the **International Fair of Food Industry POLAGRA 2009**, for a ham from turkey fillet,
- **II place in the group of block products** during the **International Fair of Food Industry POLAGRA 2009** for Filet Specjał,
- **The highest notes in the group of half-durable and durable smoked meats** during the **International Fair of Food Industry POLAGRA 2009** for Krakowska Sucha,
- **III place in a competition for the Best smoked meat product in the consumer evaluation** during the **International Fair of Food Industry POLAGRA 2009**
- **II place in a group of perishable sausages** for Parówki Jedynki,
- Butcher statue for the highest average score of products in the consumer evaluation at the **International Fair of Food Industry POLAGRA 2009**

Address:

Indykpol S.A.
ul. Jesienna 3
10-370 Olsztyn
tel. +48 89 526 22 22
fax +48 89 526 22 23
www. Indykpol.pl
e-mail: sekretariat@indykpol.pl



Fruit and Vegetables Processing Plant Robert Kowalkowski

Description:

Fruit and Vegetables Processing Plant manufactures processed fruit and vegetables for 50 years, based on traditional recipes. Raw materials are supplied from local plantations, which are in the program of Integrated Fruit Production. This program provides a guarantee of healthy and ecologically clean raw materials. A wide range of jams and marmalade is perfectly fine-tuned by our experts, meeting the most demanding customers. The products are unique in taste, retain natural flavour, thanks to modern aseptic technology for storage of raw materials.

Products:

- low sugar jams,,
- high sugar jams,,
- plum jams,
- jam with the melody of the note of different taste,
- marmalade,
- honey,
- compotes,
- tomato paste,
- spicy and mild ketchup.

The largest recipients:

The largest recipients are:

Country: **European Union countries**

Entity: **Eurocash, LEWIATAN Holding, E.Leclerc, DLS handel, EKO HOLDING**

Certificates, ISO, Awards:

- **Distinction** in the competition **Lider Innowacji Powiatu Iławskiego (2006)** for a product Powidla z Melodią,
- **Lider Innowacji Powiatu Iławskiego (2005)** for investment 'Line used for aseptic packaging and storage of fruits and vegetables'.

Address:

Przetwórnia Owoców i Warzyw Robert Kowalkowski

ul. Poznańska 8

14-260 Lubawa

tel. +48 89 645 31 08

fax +48 645 34 91

www.pow-lubawa.pl

e-mail: biuro@pow-lubawa.pl





PPHU „Rolmax” Sp. z o.o

Description:

Productive Trade-Service Enterprise „Rolmax” Sp. z o.o. from Susz, created in 1990 as a family business, from the very beginning built on Intergenerational experience, is known not only in Poland, a manufacturer of high quality culinary products. The company offers customers a wide range of frozen ready meals, delicatessen, culinary and pastry-breaded vegetables.. All products are produced based on natural ingredients. Frozen products do not require additional preservatives, which improves their taste and health virtues. Rolmax company is known in the country with well-rated by customers and mainstream consultative bodies of the product - „Flaki wołowe na zasmażce” what is often colloquially called „Flakami z Susza”. The company is also innovative, recognized not only in Poland, a producer of vegetables such as breaded cauliflower, broccoli or carrots, which were appreciated by many restaurants, such as **SPHINX** network, as well as **McDonalds Poland**. Rolmax manufacturing plant in 2003 has already been positively reviewed by the **Military Veterinary Inspectorate**, and thus received a permit to sell food to the military units and institutions.

Products:

- (cabbage rolls, beef tripe, stew, meatballs, Silesia roulade),
- flour (dumplings, boiled dough pockets filled with meat etc, potato dumplings),
- vegetables (battered cauliflower, battered broccoli, battered carrot),
- Bakeries (frozen prepared fillings for bakeries and confectioneries),
- (beef meatballs in gravy, beef Silesia roulade in gravy).

The largest recipients:

Country: **Poland** and **European Union countries**,

Entity: **ice cream and frozen food wholesalers, retail chains, restaurants**.

Certificates, ISO, Awards:

- **QMP Certificate** of Compliance,
- **Certificate** of participation in **the National Recycling System**,
- **Mercurius Gedanesis Medal** in the category of additives bakery and confectionery products at **Baltpiek Fair 2009**,
- **Title of the highest quality product** in a competition **Institute of Meat and Fat Industry Spring 2008 for a product “beef tripe”**,
- **Title of the highest quality product in a competition Institute of Meat and Fat Industry Spring 2009** for products „beef tripe” and „beef roulade”,
- **Distinction** in the competition **Gepardy Biznesu 2008**,
- **Distinction** in the competition **Atut 1996** for The best product of North-East Poland.

Address:

PPHU „Rolmax” Sp. z o.o

ul. Koszarowa 19

14-240 Susz

tel. +48 55 278 60 92

fax +48 55 278 60 92

www.rolmax.com.pl

e-mail: rolmax@rolmax.com.pl





Tymbark-GMW Sp. z o.o.

Description:

Tymbark exists on the Polish market since 1936. It is a part of Maspex Wadowice Group, one of the largest companies on the food market in Central and Eastern Europe. The Group is the market leader in juices, nectars and beverages in Poland, the Czech Republic, Slovakia, and a leading producer in Hungary and Bulgaria, leader of the pasta market in Poland and the largest manufacturer of instant products in Central and Eastern Europe (cappuccino, cocoa, coffee creamers in powder, instant tea). Besides Tymbark and Kubuś the strongest brands of Maspex are: Lubella, Puchatek, DecoMorreno, Cremona, Mlekołaki, La Festa. The great potential of Tymbark is mainly determined by the skills of workers and managers - rooted in the philosophy and culture of the company - allows for accurate reading of the challenges and exploit the opportunities that the company has. Throughout the history of the company, for identity of Tymbark influence innovation, a kind of 'cult' of quality and environmental and social responsibility.

Products:

- juices, nectars, drinks (among others: Tymbark, Kubuś)

The largest recipients:

Country: among others: **Poland, Czech Republic, Slovakia, Central-Eastern Europe**

Certificates, ISO, awards:

- Certificate of **HACCP** system,
- Certificate of **ISO 9001 : 2000**,
- Voluntary Control System **DSK**,
- Winner of Polish Quality Award,
- Title of the Polish Business Leader,
- The Best brand in Poland,
- Distinction in Sial competition (international food fair in Paris),
- Coolbrands Title,
- Double Promotional Emblem Teraz Polska,
- Title Polish Food Producer,
- Consumer Quality Mark,
- European Medals,
- Hit of Trade,
- Silver Statuette of Trusted Brand,
- The Most Trusted Brands 2006 is Europe's largest consumer survey designed to determine the degree of confidence of Europeans to brands. The study was organized by Reader's Digest in 14 European countries. Tymbark was highest rated in the category of juices, nectars and beverages in terms of quality, strong brand image and customer awareness.



Address:

Tymbark-GMW Sp. z o.o.

Siedziba firmy: 34-640 Tymbark 156

Oddział w Olsztynku: ul. Zielona 16, 11- 015 Olsztynek

tel. +48 89 519 46 10

fax. +48 89 519 24 67

www.tymbark.com.pl; www.kubus.pl; www.maspex.com.pl

e-mail: tymbark.olsztynek@maspex.com



„MAJONEZY” SPPH

Description:

History of the company „MAJONEZY” Productive Commerce Labour Cooperative in Kętrzyn its roots dating back 1945. Then on the basis of post-German coffee roasting company there was created a plant a similar production profile. Company property in 1946 was transferred to „Społem” Economic Cooperative Grocers Association of the Republic of Poland in Warsaw. In 1958, the company was modernized and reconstructed becoming food concentrates manufacturing plant (production of pudding, jelly, jellies, flavourings for cakes, baking powder). In 1962 there was activated in the company a line for the production of mayonnaise on an industrial scale. „Majonezy” SPPH was fourth mayonnaise production plant in Poland. According to the idea, which was then blighting for the leadership, kętrzyński mayonnaise did not contain and still does not contain preservatives. In 1973 there was started the production of concentrates, such as pastry kętrzyński gingerbread, lemon pound cake, home pound cake, sand pound cake, poppy pound cake. In 1989 the company expanded with a new magazine for articles. After year 1990 and the dissolution of Central Cooperative Unions a plant became self-dependent and by a decision of the majority of crew it became Labour Cooperative. The packaging has been changed, and manufacturing process itself has been modernized and adapted to market requirements. There was expanded its own transport base necessary to efficient distribution of manufactured products. In 2001 there was started the implementation of “good manufacturing practices”, which is the beginning of the introduction of HACCP quality control system to guarantee production of safe food through a system of analysis and critical control points of production. At the end of 2001 company changed its name to „MAJONEZY” SPPH. There was introduced a new visualization of package, the company logo was also changed. At the fall of 2003 there was started to build a new production hall in order to adapt production to the HACCP requirements. In February 2005 it was officially opened. In 2004, there was introduced on the market salad mayonnaise and recipes of pound cakes were changed considerably, their packaging was also changed. At the end of 2005 there was introduced for the production of horseradish and garlic mayonnaise in plastic bottles. In mid-2009 there was introduced Mazurski, mayonnaise with amaranth and low-fat mayonnaise.

Products:

- table mayonnaise,
- low-fat mayonnaise,
- salad mayonnaise,
- flavored mayonnaise (horseradish, garlic)
- mayonnaise with amaranth
- Other: mustard, sauces, concentrates cakes: Kętrzyński gingerbread, pound cakes.

The largest recipients:

Country: **ABER, TRADIS LUBLIN, SPS OSTROŁĘKA, LOCO KĘTRZYN, DUET MŁAWA**,
Outside the country the **USA**.

Certificates, ISO, awards:

- **The winner for Polish Food Producer,**
- **Top of Warmia and Mazury** for kętrzyński mayonnaise,
- **Mercury Hat** for Kętrzyński gingerbread.

Address:

„MAJONEZY” SPPH

ul. Daszyńskiego 11

11-400 Kętrzyn

tel. +48 89 751 31 75

fax +48 89 751 39 18

www.majonezy-ketrzyn.pl

e-mail: biuro@majonezy-ketrzyn.pl





Mustard and Vinegar Factory OCTIM Sp. z o.o.

Description:

„OCTIM” company was established in 1993. It was founded by employees of the existing since 1965 the state enterprise vinegar and mustards factory in Olsztynek. The company began its business in 1994 based on the company’s assets, leased to the Company by the Treasury. The company is engaged in manufacturing, wholesale and retail. anagement Board has set for development, all generated funds have been invested: there have been bought new vinegar armatures, boiler room has beenchanged on the gas, rooms have been renovated, there have been installed a new production line for mustard and new line for vinegar shed what influenced on modernization of the organization and production technology. Products of „OCTIM” Sp. z o.o. are demanded by the market. They were appreciated by the biggest Polish producers of pickles, mayonnaise and ketchup, as semi-finished products for their production are vinegar and mustard from OCTIM.

Products:

- vinegar (such as group of **spirit vinegars** – lemon, garlic, for salad, to jelly, 6% i 10 %; from group **wine vinegars** – from white wine 6%, from red wine 6%, apple wine vinegar, Balsamic vinegar, from group news vinegars - lemon and garlic vinegar, raspberry vinegar, currant vinegar, Méditerranéen vinegar; catering spirit vinegars, wine vinegars catering);
- mustard (e.g.: Musztarda Chrzanowa, Musztarda Stołowa, Musztarda Miodowa, Musztarda Paryska, Musztarda Sarepska, Musztarda Rosyjska, Musztarda Węgierska);
- ketchup (e.g.: Mild Ketchup, Spicy Ketchup, Pizza Ketchup);
- sauces.

The largest recipients:

Country: **Poland**

Industry and Network recipients

Certificates, ISO, awards:

- **Top of Warmia i Mazury,**
- **ATUT The Best Product 1999,**
- **Distinction „Mazur”,**
- **The Best Product 2008.**

Address:

Wytwórnia Octu i Musztardy Sp. z o.o

ul. Zielona 2

11-015 Olsztynek,

tel. +48 89 5192 101

fax +48 89 5192 275

www.octim.com.pl

e-mail: OCTIM@octim.com.pl



„Pol-Foods” Sp. z o.o.

Description:

The company is located at the intersection of 'Biebrza National Park' and 'Land of the Great Masurian Lakes', so the company's motto is 'ecologically clean product'. Pol-Foods is a producer of semi-finished products for the production of snacks using modern technology. In the production process we use the best materials and latest technology, which allows continuously improve and expand the range. While work on new products (selection) in addition to our own insights and experiences, we cooperate and use knowledge from friendly research and development units i.e. r, Agricultural University in Lublin and the University of Warmia and Mazury in Olsztyn. Advantages of the company „Pol-Foods” Sp. z o.o. are: customer confidence, high demand for our products, flexible pricing policy and the optimal conditions of supply.

Products:

- **Pellet (semi-finished product)** Potatoe pellet "Zapałka", Potatoe pellet „Chipster” (ZE), Potatoe pellet "Prażanka" square thick (ZPK), Pellet wheat-corn flat (PKP), Pellet wheat-corn bacon strips fluffy (PBp),
- **The finished product – Chipsy Kings** (bacon, pepper, cheese and onion, creamy herb taste, Chipsy Kings - Your Private Label).

The largest recipients:

Country: **Czech Republic, Estonia, Lithuania,**
Recipients: **Internasnack, Balsnack, Aceris.**

Certificates, ISO, awards:

- Certificate of quality manager **BRC**,
- **EuroCertykat 2009 Award** in category: 'Certificate of Quality of Product / Service'.

Address:

Pol-Foods Sp. z o.o.

ul. Podmiejska 1
19-300 Ełk
tel. tel. 506-121-084 A. Mużyło
tel. 506-121-085 M. Klepacki
www.pol-foods.com
e-mail: sekretariat@pol-foods.com

„Pol-Foods” Sp. z o.o.

Zakład produkcyjny Grajewo

ul. Elewatorska 26
19-203 Grajewo
tel. +48 86 273 90 41
fax + 48 86 273 90 42
www.pol-foods.com
e-mail: sekretariat@pol-foods.com, handel@pol-foods.com

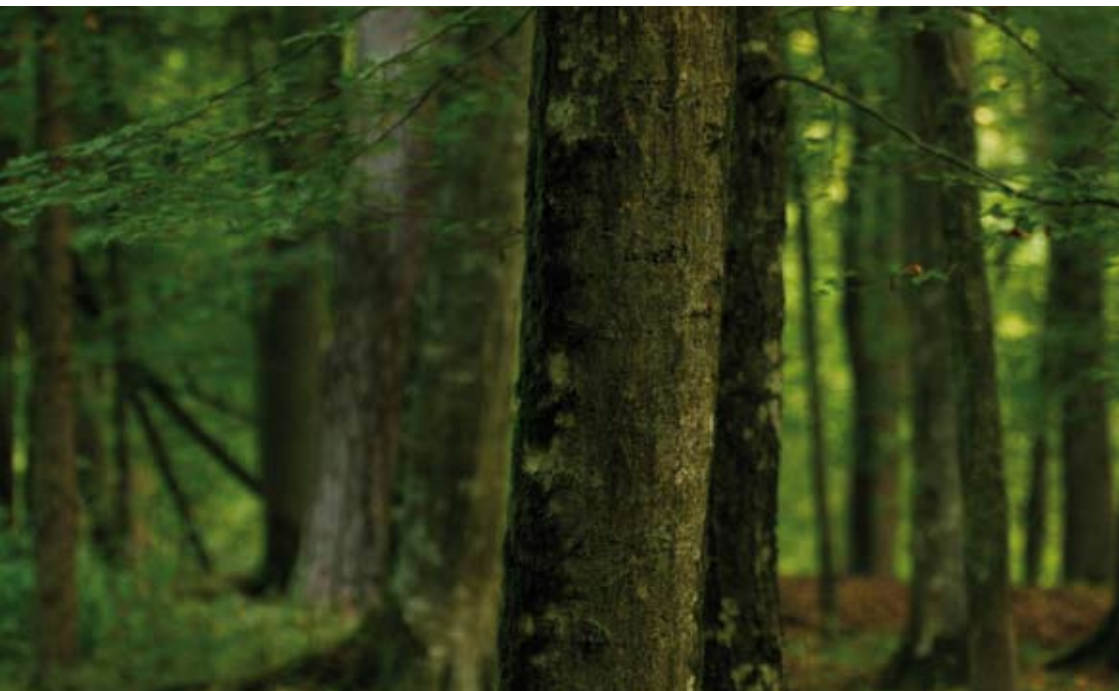


3.2 Wood and furniture industry, window and door manufacturing

Wood and furniture industry is a showcase of the region by the fact that generates a high proportion of the value of sold industrial production and employment. Large forest area favours improving the acquisition of raw materials. In addition, this sector is strongly export oriented. As a very strong branch of Warmia and Mazury economy for some time it is in the range of interests of foreign investors, mainly the capital of French, Dutch, German, Swedish. As previously mentioned Warmia and Mazury voivodeship has extremely favourable conditions for the functioning of wood companies: the right climate, base of own raw materials and neighbourhood of voivodeships with large forest complexes what allows cooperative of manufacturers and subcontractors, developed technical infrastructure and decades of tradition. Warmia and Mazury region occupies a leading position in Poland in terms of wood gaining (above the national average) and the export of furniture and woodwork (approximately 15% of national production). There are many plants specializing in the wood industry or related to (numerous sawmills, furniture factories). Territorially the largest sections of the furniture industry companies are concentrated in districts Iława, Działdowo, Pisz, Olsztyn and Elbląg.

Produced in Warmia and Mazury windows and door are as good as the west products, and they are cheaper, and therefore they easy find customers in the European Union, they are selling very well also on Polish territory.

On the next pages of the folder you will find offers of selected companies from the region working in this industry and its related industries.



Fabryka „SKLEJKA-PISZ” S.A.

Description:

Factory „SKLEJKA-PISZ” S.A. exists on the market since 1948. It deals with the production of plywood in various formats - from classic plywood sheets, plywood covered by films, decorative, special plywood for laser cutting, plywood strips to the spatially complex fittings, machined to the highest standards in the most modern CNC centres. Products are manufactured with wood raw material obtained mainly from ecologically managed forests. Products may be certified by a FSC sign.

Products:

- standard plywood,
- special plywood,
- carpentry plates,
- plywood shapes,
- plywood difficult to ignite,
- plywood with a high resistance to abrasion,
- insulating-stabilizing plywood,
- beech plywood fittings type Rotary,
- plywood overlaid by HPL laminated,
- plywood for use as cargo containers carrying a certificate of T.C.T.

The largest recipients:

Country: **Poland** and more than 25 countries around the world, including **Germany, France** (70% of our production is export).

Certificates, awards:

- Integrated Quality Management System - **ISO 9001**, Environment Protection - **ISO 14001** and Health and safety-at-work legislation - **PN-N 18001**,
- **FSC Certificate**,
- **Certificate of Factory Production Control 2+**,
- **Certificate of Compliance** with the regulations of the German building law,
- **CARB Certificate**,
- **Gazela Biznesu**,
- **Solidna Firma**,
- **Filary Polskiej Gospodarki**,
- **Warmia and Mazury Quality Award**,
- **Ekolider Ziemi Mazurskiej**,
- **European Standard**,
- **Leader of Export**,
- **Distinction "Wehikuły Czasu"**.

Address:

Fabryka „SKLEJKA-PISZ” S.A.

ul. Kwiatowa 1
12-200 Pisz
tel. +48 87 425 48 00
fax +48 87 425 49 40
www.sklejka-pisz.com.pl
e-mail: marketing@sklejka-pisz.com.pl



AdamS H. Pędzich Company

Description:

AdamS company is present on the market for producers of aluminium and PVC carpentry since 1993. Continuous improvement of manufacturing processes, expansion of the plant and the purchase of modern machinery allowed the production of aluminium and PVC carpentry at the highest level. We offer a wide range of products from PCV and aluminium with high quality materials supplied by world leaders in the window industry. The key objective of company is customer satisfaction, and therefore adjust company operations to the needs of customers. AdamS produces PVC window based on four-, five- and six-chambers profiles, fitted with circumferential ROTO NT fittings and gliding packets in the highest quality in accordance with the wishes of customers. Experienced and highly qualified managers and staff numbering nearly 200 people is a guarantee of execution efficient and on the highest level. The company sets new standards of products. After many months of research, testing and deployment, we have launched a revolutionary solution called „hot windows” Passiv-Line, which has already received the relevant certificates from research institutes. It is a true revolution in thermal insulation of houses, apartments and public buildings in the context of the application of carpentry, and not only in Poland. A New system PASSIV-LINE is a reply for market needs. It allows to create a passive window characterized by very high thermal isolation at the lowest price. Thanks to innovative approach there has been obtained an amazing coefficient of framework conductivity $U_f=0,9 \text{ W/m}^2\text{K}$. Using windows with argon $U_{os}=0,6 \text{ W/m}^2\text{K}$, window size 1500mm x 1500mm 1-sash gains heat transfer coefficient $U_w=0,79 \text{ W/m}^2\text{K}$. Our windows can be applied even to a passive construction.

Products:

- PVC white and veneer windows in Aluplast and Bruegmann systems
- carpentry in typical and atypical forms (arcs, circles, triangles)
- PVC door, moving windows PSK, HST,
- site, door, aluminium facade in Aliplast and Ponzio systems
- a lot of complementary products such as blinds, window sills, drip, blinds and others.

The largest recipients:

Country: **Poland, Germany, France, Austria, Italy, Slovakia, Czech Republic, Lithuania, Latvia, the Scandinavian countries.**

Certificates, ISO, awards:

- AdamS company a **Winner of II Edition of Programme „VIP NAJLEPSZE OKNA I DRZWI 2009”**, A LEADER IN A CATEGORY ENERGY EFFICIENT PVC WINDOW,
- **Certificate of Rosenheim Institute** in Germany for insulation and sound absorbing reference window in the system of 4000 and 6000,
- **IMP certificate**: Fire door and fire walls segments SAPA 2074/3074,
- **Preliminary Examining certificate** issued by **the Building Technology Laboratory**

Address:

Firma Adams H. Pędzich

ul. Giżycka 5

11-700 Mrągowo

tel. + 48 89 741 32 48

fax + 48 89 741 32 47

www.adams.com.pl, www.passiv-line.pl

e-mail: adams@adams.com.pl



Budomex Puza Sp.j.

Description:

Budomex mark is present on the construction market since 1988. In 1993 we started production of windows, door, shutters, conservatories, facades of PVC and aluminum. Since 1999, production is carried out in the Suwalki Special Economic Zone, where exists the area over 5000 m² of production hall, on the innovative automated lines, there are manufactured goods marked with the European CE quality mark. Today Budomex mark, it is more than 200,000 thousand satisfied customers in Poland, Germany, Norway, Russia and Lithuania.

Products:

- windows
- door
- blinds
- aperture window,
- facades,
- winter gardens,
- cold-rolled sections.

The largest recipients:

Country: **Lithuania, Germany, Norway,**
Entity: **Alcon, Unibep, Budimex.**

Certificates, ISO, awards:

- **Certificate** of Quality Management System complies with **ISO 9001:2000**, Dekra Certification,,
- **Lithuanian Certificate for PVC windows,**
- **„Euro Certyfikat 2009”,**
- Title **„Jakość Roku 2008”,**
- Title **„Gazeta Biznesu 2008”,**
- Title **„Rzetelna Firma”,**
- In 2008 **10th place in Warmia and Mazury voivodeship** among the best companies **Gazeta Bankowa Ranking** No 32/08,
- In 2007, recognizing the company **Budomex Puza as an innovative company** of Warmia and Mazury voivodeship.

Address:

Budomex Puza Sp.j.

Suwalka Specjalna Strefa Ekonomiczna, Podstrefa Gołdap
ul. Ekonomiczna 15
19-500 Gołdap
tel. +48 87 615 37 01
fax +48 87 615 39 18
www.budomex.pl
e-mail: budomex@budomex.pl



ZPUH DREW-HOLTZ

Description:

PRODUCTIVE – SERVICE – TRADE PLANT „DREW-HOLTZ” since 1989 is a manufacturer of door, carpentry and other products made of solid wood. Years of experience have allowed us to achieve market success. The offer includes external and internal door (wood, embossed plates, flat plates) glazed, single, double, in many varieties and colours, door frames and mouldings. Full flexibility for ongoing procurement and execution of non-standard orders make our offer more attractive. Selection of raw materials of proven compatibility with current technical requirements, test the quality of products and their improvement at the level of customer satisfaction ensures the door high quality and durability. Own transport of timber, self-wiping and drying, production, and finally direct the client’s own transport to promote our primary goal is to produce products that meet customer expectations while maintaining minimum prices. A number of factory stores located throughout the country and efficient organization ensures fast and always timely execution of orders.

Products:

Basic profile of the production:

- interior door,
- exterior door,
- frame,
- other solid wood products such as beds and furniture, etc.
- it is possible to order structural timber.

The largest recipients:

Country: **Poland, Ukraine, Czech Republic, Slovakia, Italy, Germany, Lithuania,**
The largest recipients: **Praktiker, Polskie Składy Budowlane.**

Certificates, ISO, awards:

- **ISO 9001:2000,**
- **Atut 2001** for the best product of the North-eastern Poland.

Address:

ZPUH DREW-HOLTZ

ul. Komunalna 8
14-200 Iława
tel. +48 89 648 9120
fax +48 89 648 91 27
www.drew-holtz.com.pl
e-mail: biuro@drew-holtz.com.pl



Windows and Door Factory „DZIADEK” Sp. z o.o.

Description:

Windows and Door Factory „DZIADEK” Sp. z o. o. was founded in 1990 and is one of the leading manufacturers of window and door frames. As befits a Polish company with a good tradition, the company was founded by senior- Paweł Seroczyński, continuing the tradition of his father's son - Grzegorz Seroczyński - currently Chairman of the Board. 20-year enormous amount of work inserted in the factory resulted in obtaining development approvals and certificates to accredited research institutes and numerous awards for products. The company is now a recognizable and valued brand in the construction market. Customers of the factory „DZIADEK” are both demanding customers, as well as property developer companies. Enterprise provides the residential buildings, public facilities (hotels, hospitals, schools) and other in the woodwork. The factory occupies an area of 7 hectares, in which there are: the centre of logistics and office complex production surface of 6000 m² with modern machinery, sawmills, wood drying, mechanical workshop and exhibition products. To meet the constantly increasing demands of the customers, the Windows and Door Factory „DZIADEK” Sp. z o.o. constantly expanding and improving its offer to sell.

Products:

- wooden windows of IV-68 system,
- energy-efficient windows of GOLD PLUS system,
- exterior door of Tymawa 68 system,
- wide range of interior door.

The largest recipients:

Country: **Poland, Germany, Sweden, Norway, France, Ukraine, Cyprus.**

Certificates, ISO, awards:

- **CE certificate** – have wooden passive windows GOLD PLUS and external door of Tymawa system,
- **The Winner in II Edition of Programme „VIP – Najlepsze Okna i Drzwi”** in category „The best energy efficient wooden windows 2009”.

Address:

Fabryka Okien i Drzwi „DZIADEK” Sp. z o.o.

Bielice 21

13-330 Krotoszyny

tel. +48 56 47 47 670

fax +48 56 47 45 496

www.dziadek.com.pl

e-mail: dziadek@dziadek.com.pl



PPH Muczyń Meble

Description:

Muczyń Meble exists since 1983 in Ketrzyn, in Warmia and Mazury voivodeship and produces kitchen, bathroom, office and hotel furniture. The furniture is made from panels resistant to humidity and furniture fronts from MDF. The company has a wide choice of finishes: **matte, semi-gloss, pearl, gloss, filamentoso ('Indian Summer', which imitates marble), testurizzato (rough surface), lustrobrill (paint mixed with one-or two-colour brocade), and others. Muczyń Meble uses furniture accessories of high quality firms Blum, and the surface is finished in different colours with use of varnish of the renowned Italian producer of varnishes ICA. The company also carries out furniture according to commissioned designs and patterns.**

Products:

- bathroom furniture,
- kitchen furniture,
- wardrobe sliding door,
- office furniture,
- hotel furniture,
- painted furniture fronts.

The largest recipients:

Country: **Poland, Norway, Sweden, Russia,**

The largest recipients: **Famile Badet AB** - Norway, **Jarl Elmgren AB** – Sweden, **Meblel Klassic** – Russia.

Address:

PPH Muczyń Meble

ul. Rynkowa 24

11-400 Kętrzyn

tel. +48 89 751 40 88

fax +48 89 751 73 79

www.muczyn-meble.pl

e-mail: muczyn-meble@wp.pl



Carpenter's Plant ORiSTO

Description:

The origins of Carpenter's Plant ORiSTO dates back to 1933 r., but since 1994 the company operates under the name ORiSTO. ORiSTO is a new production line equipped with the technology of using the latest technological advances in the furniture industry. The company produces bathroom and kitchen furniture with high quality standard, with the highest quality materials, resistant to water. ORiSTO Company, first in the country, has introduced a technological innovation involving the use of materials resistant to water, thus occupies a leading position among the manufacturers of bathroom furniture in Poland. For furniture manufacturing company uses materials such as wood and MDF. Furniture are produced as hanging and standing in half mat finish or in gloss. In assortment there are several series that are characterized by innovative designs, as well as classic models referring to the products of the past.

Products:

- bathroom furniture (series: Jantar, Bursztyn, Koral, Rubin, Agat, Magnat, Nefryt, Szafir, Polisander Duo, Kobalt, Rock, Imperial, Natura, Hotel1, Hotel2),
- kitchen furniture.

The largest recipients:

Country: **Poland, Sweden, Norway, Ukraine, Russia.**

Certificates, ISO, awards:

- **Honour Medal of Craft – 1996**, for Krzysztof Ornowski, for training of many students and staff, issued by the Various Crafts Guild in Lubawa,
- **Award and the title: „Pracodawca – organizator pracy bezpiecznej” – 1999**, for the best employers in the region of Warmia and Mazury - Krzysztof Ornowski and his wife Maria, issued by the National Labor Inspectorate,
- **Title of Painter of the year 2000** for ORiSTO for lifetime achievements in the field of furniture painting and for the perfect refinement and adaptation to customer needs and requirements.

Address:

Zakłady Stolarskie ORiSTO
ul. Kupnera 11
14-260 Lubawa
tel. +48 89 645-23-50
fax +48 89 645-23-50
www.oristo.pl
e-mail: oristo.meble@oristo.pl



BRW SOFA Sp. z o.o.**Description:**

BRW SOFA Sp. z o.o. has 5 production plants (in Iława, Nidzica, Słupy and Bartoszyce) with a total production area of 58 thousand m². Currently the company employs over 1 000 workers. This is a team of professionally trained and experienced professionals with deep experience. Since October 2007, the company leased estates from companies Mazur Comfort, Mazur Look International and Ital Design, which specialized in the production of upholstered furniture, and took all their employees. At the turn of 2008/2009 the company purchased the leased property. Since 2008 the BRW SOFA company operates within a group of Black Red White, which occupies a significant position in the manufacturer of upholstered furniture. Production includes practically the whole range of upholstered furniture: chairs, sofas, lounge suites, corner sofas, couches, sofas, sofa beds and beds. Most models have a function to sleep on the bedding and containers. Furniture is made of rich fabrics in terms of colour and type (cotton, chenille, alcantara). Natural skin are increasingly popular. The company is famous for its rich product design, special attention to precision and quality of its products in detail, the systematic introduction of new furniture designs and fabrics, referring to the latest global trends, as well as a very large production flexibility and punctual deliveries.

Products:

- recreational sets,
- sofas and settees,
- corners,
- couches,
- beds,
- haberdashery accessories.

The largest recipients:

- **Germany** – NEW LOOK,
- **Switzerland** – CONFORAMA,
- **Ukraine** – BRW KIJÓW,
- **Hungary** – POLTREND,
- **Czech Republic** – SCONTO, ORFA,
- **Slovakia** – LUTO, ELBYT MARKET,
- **Belarus** – BRW BRZEŚĆ.

Certificates, ISO, awards:

The European **REACH** regulation - certified system of quality assurance and safety.

Address:**BRW Sofa Sp. z o.o**

ul. Dworcowa 3
10-413 Olsztyn
tel.: +48 89 538 92 00
fax: +48 89 538 92 05
www.brwsofa.eu
e-mail: brwsofa@brwsofa.eu





„LIBRO” Marek Liberacki

Description:

LIBRO company since 1990 has been producing high quality upholstered furniture. Modern design, innovative solutions and attractive prices of furniture caused that the group to our satisfied customers includes furniture stores, both in Poland and in many European countries, as well as the largest network of furniture in Germany, Austria and Switzerland. For furniture production company uses the highest quality materials and products including a wide selection of fabrics purchased with the best manufacturers and distributors. The company has two production plants with a total area of 18 thousand m² and employs nearly 500 people. Hundreds of our products daily leaves production plants. Transport of furniture is mostly with using of our own transport.

Products:

- sofas (i.e.: Afra, Bravo, Caro, Fanny, Gretta, Home, Inova, Lisa, Mario, Nadia, Roma, Sandy, Vegas),
- corner settees (i.e.: Alena, Bravo, Carmen, Dario, Grazia, Home, Kira, Lisa, Maro, Nasira, Romus),
- armchairs (i.e.: Amarone, Bravo, Fargo, Klaus, Luino, Milano, Roma, Uno),
- sets (i.e.: Amarone, Bravo, Fargo, Luino, Roma, Rufin),
- beds (i.e.: Dario, Julia),
- backless sofa beds (i.e.: Celia, Danja, Galia, Twist),
- hockers (i.e.: Bugatti, Carla, Lisa, Rufin).

The largest recipients:

Country: **Germany**

Entity: **DOMAENE-POCO, SCONTO**

Certificates, ISO, awards:

- **ISO 9001:2000 certificate** since 5.02.2009.

Address:

„LIBRO” Marek Liberacki

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e-mail: libro@libro.lubawa.pl



MEBELPLAST S.A.

Opis działalności:

Mebelplast company was founded in 1988 and is the company only with Polish capital. Over the years, Mebelplast become the leading Polish manufacturer and exporter of high quality upholstered furniture. Until 2005 Mebelplast exported about 90% of products, mainly to EU countries, Switzerland, USA, Canada and even Japan. Currently 72% of our production is exported, while 28% of the sales is made in network of own salons. In Poland, it operates under the brand Livingroom by Mebelplast. Mebelplast offers more than 400 models of sofas, couches and armchairs in a variety of combinations of solids. A collection of upholstery fabrics to over 1500 different types of fabrics and leather.

Products:

Collection of Mebelplast is created by lines:

- **Lounge** (lightness, freedom, imagination),
- **Residence** (elegance, simplicity, convenience),
- **Country** (tradition, comfort, style),
- **Sweet dreams** (comfort, elegance in the bedroom, functionality).

The largest recipients:

Country: **Poland, Germany, Austria, Switzerland, Benelux, Denmark, Slovenia, Croatia, Canada, the USA**

Certificates, ISO, awards:

- **Polish Business Leader,**
- **Trusted Exporter,**
- **Trusted Provider,**
- **Transparent Company certificate,**
- **Furniture Diamond,**
- **Customer 2006** –Alhambra company,
- **Export Leader** – Polish Export Review,
- **Atut 2000 Laurel** – The Best Product Promotion - Advertising Agency Emi,
- **Euroleader.**

Address:

Mebelplast S.A.

ul. Lubelska 34

10-409 Olsztyn

tel. +48 89 537 61 08

fax +48 89 534 74 03

www.mebelplast.com.pl

e-mail: mebelplast@mebelplast.com





Industry: furniture made of solid wood and MDF

PPHU „BOMA” s.j. M.B. Pietruszewscy

Description:

Since 1989 our company produces kitchen and indoor furniture, fronts, and cabinets according to individual orders. To manufacture there are used the best quality materials of Polish and foreign producers. Production is carried out on the basis of our own technical and design projects developed over the years, in collaboration with institutional users, who make the final demand of customers. Corporate strategy is focused on solid, stable development of enabling competition quality, reliability and low cost in relation to the technical and design qualities of the offered products. The company does not stop at what has been achieved. It extends its offer, increases a range, increases machinery, creates jobs, provides training employees and opens new outlets.

Products:

- living room furniture - kits and components (system furniture),
- kitchen furniture - complete sets and individual cabinets,
- furniture fronts - MDF PVC, patinated, lacquered, Frame - Panel, Aluminium.

The largest recipients:

Country: **Poland, Slovakia, Germany, Bulgaria, Hungary, Romania, Croatia, Bosnia and Herzegovina**

Certificates, ISO, awards:

- **ISO 9001-2000** Quality Certificate.

Address:

PPHU „BOMA” s.j. M.B. Pietruszewscy

ul. Nefrytowa 11, Gronowo Górne

82-310 Elbląg

tel. +48 55 237 03 96 - 98

fax +48 55 237 03 97

www. boma.elblag.pl

e-mail: boma@boma.elblag.pl





SZYNAKA-MEBLE SP. Z O.O

Description:

Szynaka-Meble is one of the leading furniture manufacturers in Poland. The company was founded in 1957 in Lubawa (Warmia and Mazury voivodeship) by Jan Szynaka senior. Today, after 50 years, the company is still located in Lubawa, family Szynaka is still the owner, but a modest backyard workshop replaced with modern technologies, distributed in 4 production halls. Half a century of tradition, knowledge of the profession and passion are transferred into furniture solutions for homes, offices and shops. The company is also the owner of Wolsztyńska Fabryka Mebli, which is from over sixty years the leading manufacturer of kitchen furniture. SZYNAKA furniture, you can see in one of the 8 showrooms, or one of the 250 partner stores scattered throughout Poland. The company is noticed and appreciated also abroad - including export to Germany, Austria, Czech Republic, Switzerland, Russia, Latvia, Slovakia and Ukraine.

Products:

- **residential furniture** (e.g.: Alfa, Bonn, Caracas, Enego, Fiorano, Palazzo, Genesis, Minos, RADIUS, System KK, Neo, Santorin, Astor),
- **office furniture** (e.g.: Komody 40, Mag euro),
- **kitchen furniture** (classic kitchens, e.g.: Ambra, Stella, Nordica, Veronese, Tronco; modern kitchens, e.g.: Adesso, Calma, Linea, Piano),
- **shops furniture** (e.g.: Ala, Caro, Rest 1, Sara).

The largest recipients:

Country: **Poland, Germany, Austria, Czech Republic, Slovakia, the USA**

Certificates, ISO, awards:

- ISO: **ISO 9001:2000, 14001:2004, OHSAS 18001:1999,**
- **Ambassador of the Polish Economy,**
- **Company of the Year 2008,**
- **Gazeta Biznesu,**
- **Polwood Award** for the **Investment of the Year 2008** in the wood industry Fabryka Mebli SZYNAKA.

Address:

SZYNAKA-MEBLE SP. Z O.O

ul. Dworcowa 20
14-260 Lubawa
tel. +48 89 645 53 90
fax +48 89 645 54 80
www.szynaka.pl
e-mail: info@szynaka.pl

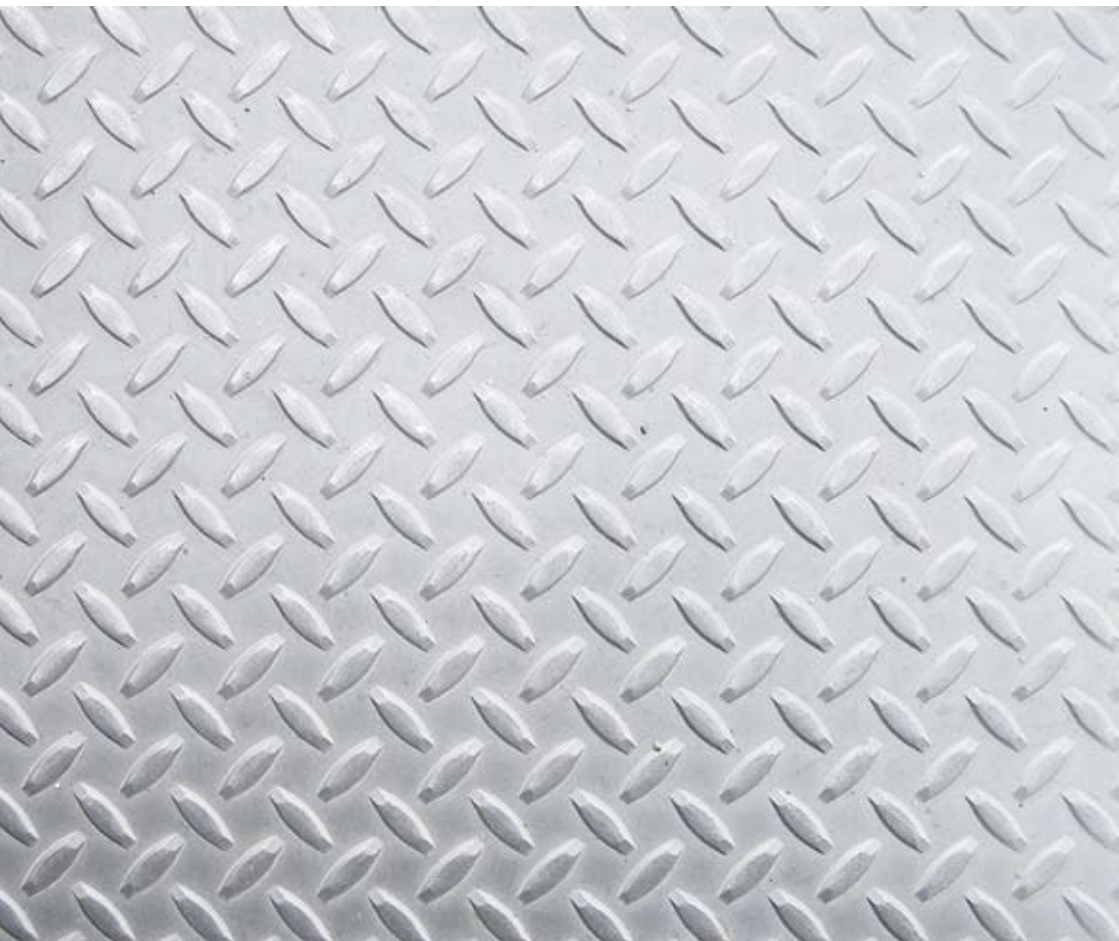


3.3 Manufacture of machinery and equipment, security systems and metal processing

In the economy of Warmia and Mazury voivodeship, in addition to agric-food industry and wood and furniture industry also **manufacture of machinery and equipment**, both for agriculture and food industry plays an important role. **Metal processing** and production of various **security systems**.

Although the industry in the region concentrates only 3 % of national employment and provides 2,6% of the total value of industrial output, the production of machinery for metal forming gives the region the first place in the country supplying 46% of national production.

On the next pages of the folder you will find offers of selected companies from the region working in this industry and its related industries.



Bruss Polska Sp. z o.o.**Description:**

Bruss Poland based in Mrągowo exists on the Polish market since 2005 and is the largest manufacturer of parts for sealing modules for the automotive industry in North-Eastern Poland. Business management technique is Lean Management, in which one of the tools of the system is the method of Just In Time (exactly on time) method developed by Toyota, which allows e.g. ensure timely production and supply while minimizing losses. The company uses modern methods of organizational and logistical work - KANBAN system. Another unique and innovative solution improving production used by the Bruss Poland is the construction and putting into circulation **Poka Yoke** devices. All departments are computerized, optimizing the production process has been implemented based on equipment and software of CAS company. With the help of Lean Consulting there have been reorganized and modernized the two production lines, in accordance with the Siemens Simatic system there was automated post-production residue removal process. Bruss company implements innovative technological line for production of radial shaft seals F-less for Renault (crankshaft seal), which was invented and patented by the company manager Rolf Johnen. F-less gasket is resistant to high temperature, mechanical injury and is characterized by very low coefficient of friction. Another innovative product is a static seal aluminium – elastomeric for radiators, in which the application of raw aluminium has been reduced to a minimum in favour of the elastomer.

Products:

Group of products:

- valve cover modules and enclosures, plastic, steel or aluminium with integrated gasket, pressure control valve and bring oil,
- piston seals, cassette gaskets, rim gasket (RWDR/IWDR/IWDS modules) to completed sealing of axles and driving mechanism,
- static seals for complete sealing of all horizontal surfaces in the propulsion system.

The largest recipients:

The biggest customers of Bruss are:

- Volkswagen – **Germany**,
- Daimler Chrysler – **Germany**,
- Ford Motor Company – **Germany, Great Britain**,
- BMW Group – **Germany**,
- General Motors – **Germany**,
- FAG-INA. – **Germany**

Certificates, ISO, awards:

- Bruss Poland since 2005 operates in accordance with the Quality Management System in the areas of production management, safety and environmental management,
- The company has implemented and certified the Quality Management System ISO / TS 16949 (2006), The company has implemented and certified the Environmental Management System to DIN EN ISO 14001 (2006),
- Implementation of a system of time recording and access control, which allows remote control facility,,
- Implementation of Baan software - information system for comprehensive management of the company,
- The company has received honourable in a competition Innovation Leader 2008.

Address:

BRUSS Polska Sp. z o.o - Zarządzający: Rolf Johnen

ul. Giżycka 9

11-700 Mrągowo

tel. 089 743 36 00

www.bruss.de

e-mail: trembowska@bruss.pl



Galwanotechnika Mragowo Sp. z o.o.**Description:**

„Galwanotechnika Mragowo” Sp. z o.o. in Mragowo was founded on 13 April 2005. Deals with the processing of metals plating and coating of metals, namely nickel, phosphate, zinc, also produces metal parts pushing them on press. In all the above mentioned primary lines was eliminated Chromium VI. The company has its own laboratory equipped with the salt chamber and the X Ray and innovative technological lines for plating coating. All lines are high performance, thanks to innovative technologies, both in terms of used process chemistry, as well as automatic computer control of production process. It takes place via a dedicated software that automatically dosing optimum amount of chemicals to produce, automatically adjusts the optimal production time for each element. All galvanized lines are connected to the innovative and modern, sewage treatment plant which purifies produced during electroplating process wastewater. In the company „Galwanotechnika Mragowo” Sp. z o.o. are also used innovative methods and tools in the management of the company. This is KANBAN production control system, developed in Japan, the method of production control. In addition to the automatically control of galvanized lines, there is implemented a computerized management system PcBiznes. The company also uses in its work a IMDS system (International Material Data System). „Galwanotechnika Mragowo” Sp. z o.o. is in the process, and already partially implemented, statistical analysis of Processes - SPC (*Statistical Process Control*). SPC is a tool to monitor the process of using data and statistical methods. The company also works with the Faculty of Technical Sciences, University of Warmia and Mazury in research and development.

Products:

- nickel – for needs of home electronics market,
- phosphating - for the automotive industry,
- zinc plating, galvanizing lamellar - for different industries (construction, road signs, road building, etc.),
- also manufactures metal components pushing them to press - for the automotive industry,

In all the above mentioned primary lines was eliminated Chromium VI. The company also conducts laboratory analysis using a mist chamber and X Ray.

The largest recipients:

- Mercedes, VW, Skoda, General Motors (Opel), BMW, Porsche – **Germany**,
- Bosch – **Germany**,
- Miele – **Germany**,
- Philips – **Poland, Germany**,
- Tesco – **Great Britain**,
- Arla – **Sweden**,
- „HLS” Stalbud, Konstrukcje i Urządzenia Galwaniczne Sp. z o. o – **Poland**,
- „Betomax” – **Germany**,
- Dichtungstechnik G. BRUSS GmbH – **Germany**,
- „Bruss Polska” Sp. z o. o. – **Poland**,
- „SIEGENIA-AUBI” Sp.z.o.o. – **Germany, Poland**.

Certificates, ISO, awards:

- Distinction in the competition ‘**Warmia and Mazury Leader of Innovation 2008**’ in the category of small and medium-sized enterprise for the implementation of innovative technological lines worldwide,
- **ISO 9001:2000 certificate** for ‘Manufacture of metal parts machined and electroplated galvanic treatment services primarily metals for the automotive industry’.

Address:

Galwanotechnika Mragowo Sp. z o.o.

ul. Kolejowa 6

11-700 Mragowo

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fax: +48 89 741-85-10

www.galwanotechnika.eu

e-mail: kowalewski@galwanotechnika.eu, gamza@galwanotechnika.eu

ERKO Sp. J.**Description:**

ERKO company exists since 1981. Thanks to effective management, high level of production technology and exceptional care for customers, has become a leading manufacturer of domestic electrical industry. The company offers not only top quality products, but offers primarily experience, and what follows fulfil each, including the unusual needs of the customer. Custom Structural Divisions also provide fast execution of untypical orders according to the customer's individual needs. Quality of products confirms obtained by ERKO Certificate of Quality Management System and Environmental Management in accordance with ISO 9001 and ISO 14001 as well as numerous awards and prizes at leading trade fairs. With these resources in the form of tools and experienced personnel, the company is able to comprehensively carry out the project from the client's input to the final product.

Products:

In a standing offer the company has:

- a wide range of cable terminal,
- fittings and screw tip,
- hand tools, hydraulic and pneumatic clamping end,
- tools for cutting and machining of cables,
- tools for cutting holes in the sheets,
- tools for rail current,
- tools for mounting rails,
- mechanics tool (pliers and screwdrivers to work up to 1000 Volt, scissors, stripper)
- cable ties,
- pipe markers.

The largest recipient of exports: Russia, Ukraine, Belarus, EU countries**Certificates, ISO, awards:**

- Quality Management System Certificate ISO 9001 and Environmental Management System ISO 14001,
- Certificate of Conformity GOST-R and Certificate of Conformity UKR Sepro,
- Certificate of suitability for use in the electric power on our end and connecting cable,
- Certificate of suitability for use in the electric power kits for the safe cutting of cables,
- Certificate "Rozważna Firma" in 2008 and 2009,
- Clearance for fittings: REKIN R1S, REKIN R i RM, REKIN RD,
- Technical evaluation of the Institute for Energy on nipples and tips Al-Cu,
- Technical evaluation of the Institute for Energy on the end and screw fittings low voltage,
- VDE certificate for insulated screwdrivers Erko,
- Electropoduct 2003 – for kits for safe cables cutting,
- Award for the dynamic development of the company "Gazela Biznesu",
- Distinction in the competition 'Warmia and Mazury Leader of Innovation 2008' in the category of small and medium-sized enterprise,
- Diploma of participation in 2009 in the IV Regional Exhibition of Innovation,
- Distinction in the rank Forbes Diamonds for 2008 and 2009.

Address:**ERKO Sp. J.**

ul. Hanowskiego 7
11-042 Jonkowo, Polska
tel. +48 89 512 92 73
fax +48 89 522 10 35
www.erko.pl
e-mail: export@erko.pl; sprzedaz@erko.pl

EXPOM S.A.

Description:

Expom S.A. based in Kurzętnik, in Warmia and Mazury voivodeship, which operates in the metal industry, has over 50 years of experience in the manufacture of welded and machined mechanical parts of machines, equipment components with assembly. The company manufactures parts, assemblies and components for mechanical engineering, energy, shipbuilding, mining and steel construction elements for building in 5 halls with a total area of 6500 m2. Currently the company employs 115 highly skilled workers.

Products:

- **Products for mechanical engineering** (welded bodies bending oil pipelines, the chassis construction of working machines, welded wheel cases, pressure vessels),
- **Elements of lifting devices** (booms, carriages, grabs, lifting beams),
- **Products for the power industry** (furnaces and ovens exchangers of large, welded housing motor stators and power generators, including wind power),
- **Marine equipment** (marine boat davits),
- **Products for the extractive industry** (connectors, components of conveyors, crusher parts),
- **Weldments building construction** (construction of hall, bridges, chimneys, towers),
- **Specialized services for other companies** (heavy machining, laser and plasma cutting, bending, rolling, welding steel structures, welding of stainless steel and austenitic, aluminum welding services, welding and assembly teams at the client, Vehicle Control Station).

The largest recipients:

Countries: **Germany, Austria, Norway, Ireland, France.**

Certificates, ISO, awards:

Permits, certificates, attestations relating to the quality assurance system of production:

- **GSI / SLV – DIN EN 729-3** to the design and manufacture of steel structures,
- **TÜV – DIN EN 729-2** to the design and manufacture of steel structures,
- **TÜV – CE 0035,**
- **UDT** – Decision on the manufacture of pressure vessels,
- **UDT** – Permission to qualitative research- Cert. MT-2, UT-2, VT-2,
- **PCBC / IQNet – PN-EN ISO 9001** and **PN-EN ISO 14001,**
- Management System in accordance with **Standard PN-EN ISO 9001:2001** and **EN ISO 14001:2005** provides high quality of products and services.

Address:

EXPOM S.A.

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13-306 Kurzętnik
tel. +48 56 47 422 43, 44
fax +48 56 47 422 42
www.expom.pl
e-mail: expom@expom.pl



TEWES-BIS Sp. z o.o.**Description:**

Since 1991 company Teweś-Bis Sp. z o.o. from Barczewo near Olsztyn specializes in manufacturing machinery and equipment and complete lines for the food industry - mainly dairy. Expertise includes the design and manufacture of machinery and complete lines, the development and implementation of technology and production technology. Teweś-Bis company does not stop only at the supplies of ordered equipment and their service, but cooperates with a number of dairies in the country and abroad, and offers its clients the development of comprehensive development programs. To meet the high demands of foreign partners in recent years, the company increased the personal and technical potential for development of technology, design and construction machinery, has also developed the design and production base.

Products:

In the company's commercial offer are: machinery and equipment being parts of receiving room; multivariate automatic lines for the production of cottage cheese; lines for production of cheese, Cheese multivariate automatic lines, lines for the production of fermented drinks, equipment for compacting and drying, membrane filtration systems; CIP and COP washing systems; execution of visualization and data archiving.

The largest recipients:

Countries: **Poland, Lithuania, Latvia, Ukraine, Belarus, Estonia, Russia, Germany, Asia, Central and South America.**

The company has agents to represent its interests in the following countries: **Belarus, Ukraine, Russia, Estonia, Latvia, Lithuania, Romania and Germany.**

Certificates, ISO, awards:

- **ISO 9001:2000 certificate** in the area: the design, manufacture and service of equipment and technological lines for the dairy industry,
- **Declaration of Conformity for CE marking** of products,
- **Recommendation of the Association of Polish Electrical Engineers** in the production of control cabinets,
- **GOST quality certificate** of all devices,
- The main prize in the fifth edition of the competition **WARMIA AND MAZURY BEST PRODUCT AND SERVICE** in the category of industrial product - multivariate automatic line for production of cottage cheese,
- **POLISH EXPORT LEADER 2009** and **CUP of POLISH ASSOCIATION OF EXPORTERS,**
- **AMBASSADOR OF THE POLISH ECONOMY** in the category of Foreign Business Partner.
- **EUROPEAN MEDAL** - for the multivariate automatic line for production of curd. Medal awarded by the European Integration Committee, the Business Center Club and the European Economic and Social Committee,
- **EXPORT LEADER 2007, 2006, 2005, 2004,**
- The nomination in the competition „**TERAZ POLSKA**” in the category of product (procedural boiler for the production of cheese and curd),
- **GOLD MEDAL** International Poznan Fair **POLAGRA FOOD 2006** for cooler screw to the curd; **POLAGRA FOOD 2003** by Dosage and mixing yogurt with fruit on the movement of the type of SMP; **POLAGRA FOOD 2002** for container washing station KSM; **POLAGRA FOOD 2001** for boiler procedural WHSS 10,
- **MERCURIUS GEDANESIS** - Medal in the category "machinery and equipment for the food industry, food quality control systems" for the screw cooler (**Mleczna Rewia POLFOOD 2005** in Gdańsk); **MERCURIUS GEDANESIS** - Cup in the category Machines for the Food Industry for Dosage and mixing yogurt with fruits in the flow type (**Mleczna Rewia POLFOOD 2003** in Gdańsk).

Address:

Teweś-Bis Sp. z o.o.

ul. Zatorze 24

11-010 Barczewo

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fax(+ 48 89) 514 98 19

www.tewesbis.com.pl

e-mail: firma@tewesbis.com.pl

Wiejak Sp. z o.o.**Description:**

The beginnings of the company **Wiejak Sp. z o.o.** this is a family company, which initially dealt with the production of agricultural machinery and since 1994 processing of stainless – acid-resistant steel. The company produces equipment for food processing plants and construction. Under the name **WIEJAKmed** develops products for health care facilities, hospitals and hospitals back, health centres or surgeries. It produces with the highest standard of hygiene, using high quality stainless steel and galvanized steel painted. By contrast, under the name **Wiejakarchitektura** manufactures furniture and ornaments made of stainless – acid-resistant steel. Currently team of 70 employees, good technology and high-end equipment guarantee the highest quality products, both standard and implemented according to individual customer needs. The company has been appreciated by domestic and foreign customers.

Products:

- **Wiejak Sp.z.o.o** (e.g.: refrigeration, industrial, freezer door, lists, queues, check-rails, balustrades, grilles and sewers, insulating boards, furniture, transport systems, to share the lines of poultry, sharpening, sawing),
- **WIEJAKmed** (e.g.: medical and refrigeration door, surgical sinks, surgical washes, instruments reeds, work tables, apparatus trolleys; anaesthetics carts, trolleys for plastic bags, medical cabinets, laboratory buildings, hangers, screens, racks),
- **Wiejakarchitektura** (e.g.: modern furniture - tables, benches, buildings, hangers, flower pots, vases, modern conference tables, boats on alcohol, office furniture, ornaments made of stainless steel, components, modern furniture, stainless steel door, gates and fences, stainless steel balustrades, stainless steel strip, furniture fronts made of stainless steel, shower drainage).

The largest recipients:

Country: **Russia, Germany, Ukraine, Moldova, Kazakhstan, Greece, Ireland, Czech Republic, Romania, Bulgaria, Belarus, Lithuania**

Certificates, ISO, awards:

- **ISO 9001-2000**,
- **Winner of 2nd place** in regional competition - „PRACODAWCA – ORGANIZATOR BEZPIECZNEJ PRACY”.

Address:

Wiejak Sp. z o. o.

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e-mail: wiejak@wiejak.pl



DRAMIŃSKI Elektronika w rolnictwie



Description:

Firma DRAMIŃSKI - Elektronika w Rolnictwie is a recognized manufacturer of high-tech electronic equipment for professionals in the breeding, agriculture, veterinary and human medicine since 1987. One of the leaders in the field of compact, mobile ultrasound in the world and the largest Polish supplier of equipment for humidity measure to grain. For over 22 years it is specializing in construction, implementation and production and sales both at home and abroad. DRAMIŃSKI company is a manufacturer of a wide range of modern electronic equipment used in agriculture (humidity measure to grain) and processing of cereals (NIR analyzer), veterinary medicine (portable ultrasound scanner) and animal breeding (pregnancy detectors, heat, mastitis detectors), and - Medicine (Medical ultrasound scanner). The company directs its offer to: veterinarians, breeders of cattle, horses, pigs and sheep, dog breeders, agricultural producers, grain processing companies, grain collections, medical specialists in human. Designed and manufactured equipment are exported to 53 countries in all continents from South America to Asia. The company has thousands of satisfied customers, which amount is still growing. Dramiński company annually participates in many high profile events and trade fairs, conferences, and practical training - both in Poland and abroad.

Products:

DRAMIŃSKI ANIMALprofi is a fully portable ultrasound scanner for full and professional ultrasound diagnostic of large and small animals, **DRAMIŃSKI ANIMALprofi L** is a portable veterinary ultrasound scanner with linear probe for professionals, **DRAMIŃSKI 4QMast** is the instrument, which reliably detects under-clinic states of mastitis at the earliest, visually undetectable stage in cattle, **DRAMIŃSKI Humidity measure to grain** is an excellent tool to work in field conditions, **DRAMIŃSKI Pregnancy Tester for bitches** - Ultrasonic Pregnancy Tester for beaches is an invaluable aid in modern farming. Tester helps farmers, advisors and veterinary surgeons to place accurate diagnosis to confirm or refute pregnancy, **DRAMIŃSKI DogScan** is a portable ultrasound scanner for rapid diagnosis of pregnancy in small animals.

The largest recipients:

- IFT INSAVET - **Uruguay and South America**,
- ALBERT KERBL GmbH - **Germany**,
- Sodifag - **France**,
- Creation Ltd. - **Russia**,
- Croatian Reproduction Centre for domestic animals - **Croatia**,
- Hangzhou Ultrasun Technologies Co., Ltd. - **China**,
- Song Kang GLC - **South Korea**,
- Nitech SRL - **Romania**.

Certificates, ISO, awards:

- **ISO 9001:2000 - March 2004**, certificate has been granted in the areas of: design, production, sales, service equipment for agriculture, agric-food industry and veterinary medicine (including ultrasound scanner),
- **ISO 13485:2003 - 2008**, certificate was granted in the scope of design / development, distribution and servicing of medical ultrasound diagnostic equipment,
- **European Medal - 2003**, was granted for 'Small portable battery ultrasound scanner with a LCD screen to diagnose pregnancy in cows, mares, pigs', awarded by the Business Centre Club,
- **„Warmia and Mazury Leader of Innovation 2007” - March 2008**.

Address:

DRAMIŃSKI - Elektronika w Rolnictwie

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e-mail: info@draminski.com



PPHU „HYDRAMET” Sp. z o.o.

Description:

„Hydramet” Sp. z o.o. was founded in 1992 based on former POM. The company is a manufacturing company. It has its own machinery, which produces agricultural machinery, self-supporting staircase, noise barriers and is a subcontractor of the parts to the trucks. The company provides services in the field of metal processing and hydraulics. „Hydramet” Sp. z o.o. also specializes in the production of front loaders, bulldozers, excavators and various kinds of agricultural machinery.

Products:

- front loaders,
- bulldozers,
- excavators,
- sand,
- plows
- disc harrows,
- noise barriers.

The largest recipients:

Country: **Germany, Sweden, Russia, Belarus, Ukraine, Lithuania**

Certificates, ISO, awards:

- **ISO 9001:2000.**

Address:

PPHU „Hydramet” Sp. z o.o.

tel. +48 87 428-61-21

fax +48 87 429-81-03

www.hydramet.pl

e-mail: info@hydramet.pl





P.P.U.H. „ POMAROL” S.A.

Description:

PPUH POMAROL S.A. was established in 1992, in Biskupiec on the basis of earlier National Machine Centre. The company specializes in the manufacture of agricultural machinery, municipal and tanks for storage of flammable liquids. Products are sold through a network of outlets in the country and abroad - for many years POMAROL is an exporter of known and valued brand. Product range is constantly extended and adapted to market requirements, both national and European. High quality and modernity of manufactured products is confirmed by the opinions of the users after long-term guarantee of 20 years for underground tanks and CE safety certificates, which have produced POMAROL machines which are not only tanks and machines, but also various types of steel structures according to individual customer needs. In the offer there can also be found a number of supporting elements, such as devices for monitoring leaks, above tanks wells, container stations, and many others. The company also has a District Vehicle Control Station under the auspices of the Polish Chamber of Vehicle Inspection Station (PISKP). Modern equipment and technical measurement with the European standard authorizes the station to the provision of technical tests of vehicles.

Products:

- **Production of agricultural and municipal machinery** (e.g.: lawn mower skid, front loaders, bulldozers front, cleaning machines, universal scrapers, unwinders bales, transport buckets, lawn shoulders, front hydraulic jacks, sweepers),
- **Production of fuel tanks** (e.g.: underground, aboveground tanks, container points of distribution of fuel, tanks, single-chamber or multi-tanks for LPG and AdBlue).

The largest recipients:

Country: **Sweden, Denmark, Norway, Spain, Czech Republic, Slovakia, Lithuania, Estonia**

Certificates, ISO, awards:

- Gazele Biznesu since 2005.

Address:

P.P.U.H. „ POMAROL” S.A.

ul. Przemysłowa 4

11-300 Biskupiec k/Olsztyna

tel. +48 89 715-20-71

fax +48 89 715-20-73

www.pomarol.com.pl

e-mail: sekretariat@pomarol.com.pl





Anti-burglary and fire securities IKA

Description:

IKA company engaged in manufacturing, consulting, trade, services, and carpentry and joinery service including passive anti-burglary securities and fire protection.

Products:

- door (burglar, fire protection, entrance, interior - (steel, wood, PVC, Alu.)
- gateway (Garage, Perimeter, fire - to any size)
- windows (PVC, Alu, wood)
- safety deposit boxes, safes, cabinets for documents,
- "master key" systems
- highlights and smoke exhaust valves,
- metal elements to distribute heat in the fireplace installations.

The largest recipients:

- housing,
- individual customers,
- state institutions,
- military
- prison,
- private companies.

Certificates, ISO, awards:

- **Certificate of security clearance - access to information "CONFIDENTIAL",**
- **The concession of the Ministry of Internal Affairs and Administration,**
- **Licence of Regional Police Headquarter,**
- Owner of the company is a judicial experts in the field of technical protection of property,
- Membership of the National Fire Protection Association of Entrepreneurs,
- Member of the **Cluster „Mazurskie Okna“.**

Address:

Zabezpieczenia Antywłamaniowe i Ppoż IKA

ul. Pstrowskiego 27

10-283 Olsztyn

tel. +48 89 533 58 64

fax. +48 89 533 58 64

e-mail: ika@uwm.edu.pl, ika.zabezpieczenia@neostrada.pl



KAMET Sp. z o.o.**Description:**

KAMET Sp. z o.o. is a manufacturer of mechanical property securities and metal office furniture. The company was founded in 1991 and until now resiliently getting firmer its position on the market. Many years of experience and qualified staff helped to develop products with high technical parameters. Use of materials and components from reputable companies for the production make KAMET products have high technical parameters and resistance to intrusion.

Products:

The current range of production includes:

- armoured cabinets of I and II class according to PN-EU 1143-1- IMP certificate,
- safes I and II class according to PN-EU 1143-1- IMP certificate,
- depository safes,
- cabinets to secret offices – IMP certificate class A, B, C,
- night deposit throws – IMP certificate - PN-EU 1143-2,
- deposit boxes,
- light and strengthened acts cabinets,
- filing cabinets,
- changing room sets,
- breakfast boxes,
- mailboxes,
- correspondence boxes.

The largest recipients:

Country: **Italy, Germany, France, United Kingdom, the Netherlands, Switzerland, Russia.**

Certificates, ISO, awards:

- Quality management system **EN ISO 9001 – 2000**,
- **Gold Medal** on International Poznań Fair **SECUREX**.

Address:

KAMET Sp. z o.o.

Piątki 48

13-100 Nidzica

tel. +48 89 625 47 42

fax +48 89 625 40 23

www.kamet.com.pl

e-mail: biuro@kamet.com.pl, handlowy@kamet.com.pl





„POLIKARSKI” Company

Description:

The company „POLIKARSKI” exists on the market since 1979.

The business scope includes:

- Installation of garage doors and entry and automatic gantry,
- Production of metal elements of carpentry,
- Electrical installation,
- Construction of residential and non residential buildings.

The company deals with the assembly throughout the country and in European Union countries.

Products:

- Shutters, security and theft roller
- Internal fabric blinds,
- Roller type "Veranda" and "Refleksol"
- Blinds,
- Awnings,
- Gates,
- Automatic gates and roller shutters,
- Windows.

The largest recipients:

Country: **European Union countries**

Entity: **ENERGA, The City Council, State Forests, Metropolitan Curia, Individuals**

Certificates, ISO, awards:

- **4 awards at the International Fair of Warmia and Mazury,**
- **SIMU Partner certificate,**
- **Diploma** for cooperation with **Anwis company,**
- **Certificate** for cooperation with **Dragon company,**
- **Certificate** for cooperation with **Beninca company.**

Address:

Firma „Polikarski”

ul. Dworcowa 48 A

10-437 Olsztyn

tel. +48 89 534-25-29

fax +48 89 533-88-11

www.polikarski.pl

e-mail: firma@polikarski.pl

3.4 Production of yachts and boats

There is no doubt that Warmia and Mazury are a tourist region. Location and geographical structure (lake, river, canal system with locks connecting the water reservoirs, woods and forests), low environmental pollution and the large number of historical monuments (Gothic castles, churches) encourage the influx of tourists, not only the country but from around the world.

These natural conditions and opportunities that arise from them were noticed by the inhabitants of the region by combining their passion and love of sailing with an idea for a business.

As a result of this combination Warmia and Mazury are famous for producing **the highest quality yachts and boats**, which are characterized by high quality and unparalleled comfort.

Manufacturers of yachts from Warmia and Mazury find their customers around the world, even in remote Australia.

On the next pages of the folder you will find offers of selected companies from the region working in this industry.





AM YACHT Daniel Margalski

Description:

AM YACHT Daniel Margalski company produces motor boats. From its beginning, the company put on professionalism. Products of AM YACHT represent the highest European level confirmed by certificates, so a group of customers is still growing. Production of boats is still growing, new models are built. The company employs highly qualified team that is able to meet customers' demands.

Products:

11 models of boats: AM 390, AM 460, AM 465, AM 480, AM 490, AM 500, AM 550 Open, AM 650, AM 570, AM 615, AM 780.

The largest recipient:

Country: **Poland** - individuals; abroad – **Netherlands, United Kingdom, Latvia, Denmark, Spain**

Certificates, ISO, awards:

- Each model Has a **Germanischer Lloyd Certificate**,
- **Award for exposure at 14 Water Sports and Recreation Fair „Wiatr i Woda”** from the Polish Moto water and Water Ski Association.

Address:

AM YACHT Daniel Margalski

ul. Mickiewicza 30

14-100 Ostróda

tel. +48 89 646 49 71

GSM +48 603 804 889

fax +48 89 646 49 71

www.amjacht.com

e-mail: biuro@amjacht.com.pl



DELPHIA YACHTS KOT Sp. j.

Description:

Delphia Yachts shipyard exists since 1990. The company was founded on the initiative of brothers Piotr and Wojciech Kot. At the beginning it employed a dozen or so people, and the first produced sailing boat was Sportina. Currently Delphia Yachts is the largest shipyard in Poland, producing sailing yachts, employing over 300 people. Production of sailing yachts in the horizontal ranges of more than 300 units per year. For many years, Delphia Yachts working with Brunswick Marine in EMEA, producing motor boats, type Quicksilver and Uttern. The growing rapidly selling of sailboats and motorboats and a new commercial contracts indicate a huge demand enjoyed by our products, in 98% exported to markets in Western Europe. This is a result of acting vigorously and dynamically developing dealer network, which stretches from Europe, the United States, Russia, Japan, Australia. Delphia Yachts is a recognized brand all over the world. For many years, the shipyard is a member of the Polish Chamber of Yachting Industry and Water Sports, which President Wojciech Kot who is also a co-owner of the company.

Products:

The range of products includes yachts such as:

- Delphia 47, Delphia 40.3, Delphia 37.3, Delphia 33.3, Delphia 29.2, Delphia 28, Delphia 26, Delphia 24one design,
- Phila 880, Phila 780.

The largest recipients:

Country: from **Europe, the United States, Russia, Japan, Australia,**

Entity: - Brunswick Marine in EMEA, Motor yachts: **Scandinavia,**

Entity: - Delphia Yachts dealer network

Sailboats: **Germany, Sweden and the Scandinavian countries.**

Certificates, ISO, awards:

- **ISO 9000:2001,**
- Each type of the boat is **certified by the PRS with the sea class,**
- **Appointment of the European Yacht of the Year 2010** for the Delphia 47 yacht,
- **Appointment of the European Yacht of the Year 2009** for the Delphia 26 yacht,,
- **Appointment of the European Yacht of the Year 2008** for the Delphia 33 yacht,,
- **Boat of the Year in the USA Cruising World 2008** for the Delphia 33 yacht,
- **Dobra Firma 2007,**
- **Huzary Europy 2005.**

Address:

Delphia Yachts Kot sp. j.

ul. Kościuszki 63

19-400 Olecko

tel. +48 87 520 30 37

fax +48 87 520 21 77

www.delphiayachts.pl

e-mail: delphiayachts@delphiayachts.pl



NAUTINER YACHTS Sp. z o.o.

Description:

NAUTINER YACHTS Sp. z o.o. yacht shipyard which is operating on the market since 2006. Features distinguishing produced units are: perfect nautical property, comfort, high quality materials and execution. The company implements digital CNC technology and lamination method of infusion.

Products:

- Nautiner 30s sailing yacht,
- Nautiner 38 Classic (cutter) motor yacht,
- Nautiner 58 - luxury sailing yacht the length of 17,5 meters (production planned in 2010).

The largest recipients:

Country: **Poland, Great Britain, Germany, Netherlands**

Certificates, ISO, awards:

- **Gold medal** on **BOATSHOW Fair 2006,**
- **Award for NAUTINER 30 s yacht - BOATSHOW Fair 2009,**
- **Certification** for the **NAUTINER 30 yacht** issued by the Polish Register of Shipping.

Address:

NAUTINER YACHT Sp. z o.o.

ul. Obwodowa 4

11-500 Giżycko

tel. +48 87 428-18-79

fax +48 87 428-18-79

www. nautiner-yachts.pl

e-mail: biuro@nautiner-yachts.pl



3.5 Chemical industry

Chemical industry in Warmia and Mazury is not only Michelin Group which is present in Poland since 1994 and employs over 4 500 people. The factory in Olsztyn is a part of Michelin Group, Olsztyn is also a location of the company and is one of the largest structures of the Michelin Group in Europe and the Directorate of Commerce located in Warsaw.

Moreover, in the region are numerous companies in the sector of small and medium enterprises engaged in the production of household chemicals and cosmetics, or different types of packaging.

Recipients can find in offer of these companies products such as: bags and belts for packing loose products, commercial bags, tape to lamination and printing, industrial bags, as well as household chemical products and garden fertilizers.

On the following pages of the folder you will find offers of selected companies from the region working in this industry.





Foil packaging factory ROSSOPLAST D. i R. Rossochaccy Spółka Jawna

Description:

Foil packaging factory ROSSOPLAST D. i R. Rossochaccy Spółka Jawna in Lidzbark Warmiński is a family business. It started in 1986, when Ryszard Rossochacki established business opening a craft plant. Since 1992, the business has been continued as a partnership, which joins Danuta Rossochacka. Owing to scale of activity in 2001 the company changed the legal personality of a general partnership, which is a form of work to date. In 2001 a new extruders hall was built, in which, among other things there was installed newly purchased modern three-layer equipment for foil extrusion. In late 2003, there was built printers hall, where two flexographic printers have been installed. In 2005, the production hall with a part forwarding was built, in which lines for the production of packaging foils and laminates were installed and run and a modern production line for DKT commercial bags together with a line for the production of commercials with stick ear. The company from its beginning attaches particular importance to development, is steadily increasing investment in technological progress and improving product quality. In order to achieve an increase of customer satisfaction there was developed and implemented in 2004 quality management system complies with EN ISO 9001: 2000. Since 2005, the Company realized investment co-financed by EU funds under the FDJ and the SPO WKP Activity 2.3. Currently the company realizes an investment project within ROP WM Activity 1.1, which will strengthen Company's position on the packaging market. Realized investment allowed the firm to increase capacity, improve the quality of products, increase product offerings and shorten the execution of orders. As a result of the growth rate of production there has been increasing the share of the Company on the domestic market for foil packaging. The company has developed a program of investment by 2014, which implementation will extend the offer made on the most modern packaging machines, and using the most modern production technologies taking into account both the energy intensity of production and reduce environmental impact.

Products:

- bags and tapes from three-layer foil LDPE, LLDPE and MDPE for packaging of loose materials (in particular for the packaging of peat, fertilizers, horticultural substrates) printed,
- commercial bags in various types and sizes of LDPE and MDPE three-layer foil printed to 8 colours,
- LDPE, MDPE tapes for printing and lamination,
- laminates with between layers print of different structure and thickness, e.g. OPP/PE, CPP/PE, PE/PE, PET/PE,
- multi-layer printed shrink foil for packaging, such as beer, mineral water, styrofoam, etc.
- FFS sleeve and industrial bags with labels for packaging loose materials produced on an industrial scale, such as fertilizers, chemical components, granulated substance, etc.

The largest recipients:

Country: **Poland** (90% of the domestic market), **Czech Republic, Lithuania, Germany, Russia** (10% on foreign markets)

Certificates, ISO, awards:

Certificate confirming the quality management system complying with EN **ISO 9001: 2000**.

Address:

**Fabryka Opakowań Foliowych ROSSOPLAST
D. i R. Rossochaccy Spółka Jawna**

ul. Dantyszka 19

11-100 Lidzbark Warmiński

tel. +48 89 767 05 00

fax +48 89 767 28 99

www.rossoplast.pl

e-mail: biuro@rossoplast.pl, marketing@rossoplast.pl



Total-Pack Sp. z o.o.**Description:**

For twenty years now, the company Total-Pack Sp. z o.o supplies customers in packing material from stretch foil for adhesive tapes up to the string bags and packaging equipment and technology sequences to the packaging. Experience in the industry and quality of products is one of the largest capital of the company. Thanks to its wide range of offer (over 500 articles) the company is able to satisfy even the most demanding customers. Total-Pack continues to work on enrichment range of products with new, innovative products giving rise to the development of the market. This allows customers always have access to the latest European solutions in the field of packaging. The company cooperates with carefully selected plants and corporations of recognized international standing. It has an excellent understanding of packaging market in Europe and worldwide. Thus it can always offer their customers products with the best value for money. The company has a well-developed distribution network and modern logistics and office facilities.

Products:

- **For Industry, Commerce and Services** – stretch foil for wrapping pallets with different thicknesses, stretching. HDPE bags and purses, bags with Velcro grip. Foils for food packaging, shrink film, foils follice. Packing Adhesive tapes (with or without imprint), enhanced, specialist, camouflage. Dispensers for wrapping tape, PP tape, PET polyester tapes, packaging machines,
- **For agriculture** - foils for wrapping bales of straw and hay, and foil to cover and prisms.

The largest recipients:

Country: **Latvia, Estonia, Lithuania, Russia, Ukraine, Germany, Italy**

Entity: **manufacturing companies, warehouses, shops, services.**

Certificates, ISO, awards:

- **Gazela Biznesu 2005,**
- **European Medal** for tapes with imprint,
- **European Medal** for packing machines **2005,**
- **Gold medal** for foil to hay-silage on International Poznań Fair – **Ferma Bydła 2005.**

Address:

Total-Pack Sp. z o.o.

ul. Piłsudskiego 72 C

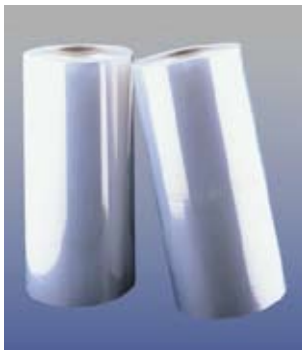
10-450 Olsztyn

tel. +48 89 534 36 00

fax +48 89 533 67 78

www.totalpack.pl

e-mail: biuro@totalpack.pl





Industry: chemistry and cosmetics



Inco-Veritas S.A.

Description:

INCO-VERITAS S.A. was established in 1947, represents only the Polish private capital, and operates manufacturing, sales, service and publishing. Household Chemistry Group, Department of Production Abrasive Articles, Group Packages, Seal Technical Production Plant, Glassworks' Tarnowiec', Property Management Office, Publishing Institute PAX. In the rich offer of the company there are over 8 thousand of high-quality products that are often leaders in their industries. Enjoying an excellent reputation on the domestic market, the company boldly goes after foreign markets. The branches of the company are located throughout the country, in which almost 1,2 thousand people work, and a head office of the Inco Veritas SA is Warsaw. The company supports charities, helps hospitals, care of orphanages, a centre for the blind, contributes to the preservation of historic buildings, sponsors sporting activity.

Products:

The most popular brands of INCO-VERITAS S.A. in the field of household chemicals:

- **Ludwik** – washing-up liquid,
- **Segment** series – cleaners for furniture,
- **Flesz** series – cleaners for bathrooms,
- **Buwi** series – products for cleaning and care of leather goods and footwear,
- **Minos** series – products for the care of tombstones and monuments,
- **AutoMax** series – preparations for the care and clearing of cars.

The most popular brands of INCO-VERITAS S.A. in the field of garden fertilizers:

- **Azofoksa** – garden fertilizer,
- **Florovit** – garden fertilizer comprising a series of specialty mineral compound fertilizers, both for hobbyists and professionals.

The largest recipients:

Country: **Russia, Ukraine, Belarus**

Certificates, ISO, awards:

- **Golden Consumer Laurel 2005, 2006, 2007, 2008,**
- **Grand Prix** of the competition **Consumer Laurel** for Ludwik washing-up liquid,
- **Consumer Laurel 2008 - Discovery of the Year 2008** for a product Ludwik cleaning milk,
- **Silver medal Consumer Laurel 2008** in a category 'Dishwasher tablets' received the Ludwik 7-function dishwasher tablets,
- **FMCG Oscar** organized by the magazine „Życie Handlowe” for Ludwik washing-up liquid,
- **Goods of the Year 2008** organized by the "Detal Dzisiaj" for Ludwik washing-up liquid,
- **Pearl of the FMCG market** organized by the editors of the monthly „Wiadomości Handlowe”,
- **European Medal** awarded by the Office of the Committee for European Integration and Business Centre Club.

Address:

INCO-VERITAS S.A. Grupa Chemii Gospodarczej
Zakład Produkcyjny w Suszu
ul. Piastowska 62
14-240 Susz
tel.: +48 55 242 75 00
fax: +48 55 242 75 37
www.inco-chemia.pl
e-mail: kontakt.nawozy@inco-veritas.pl

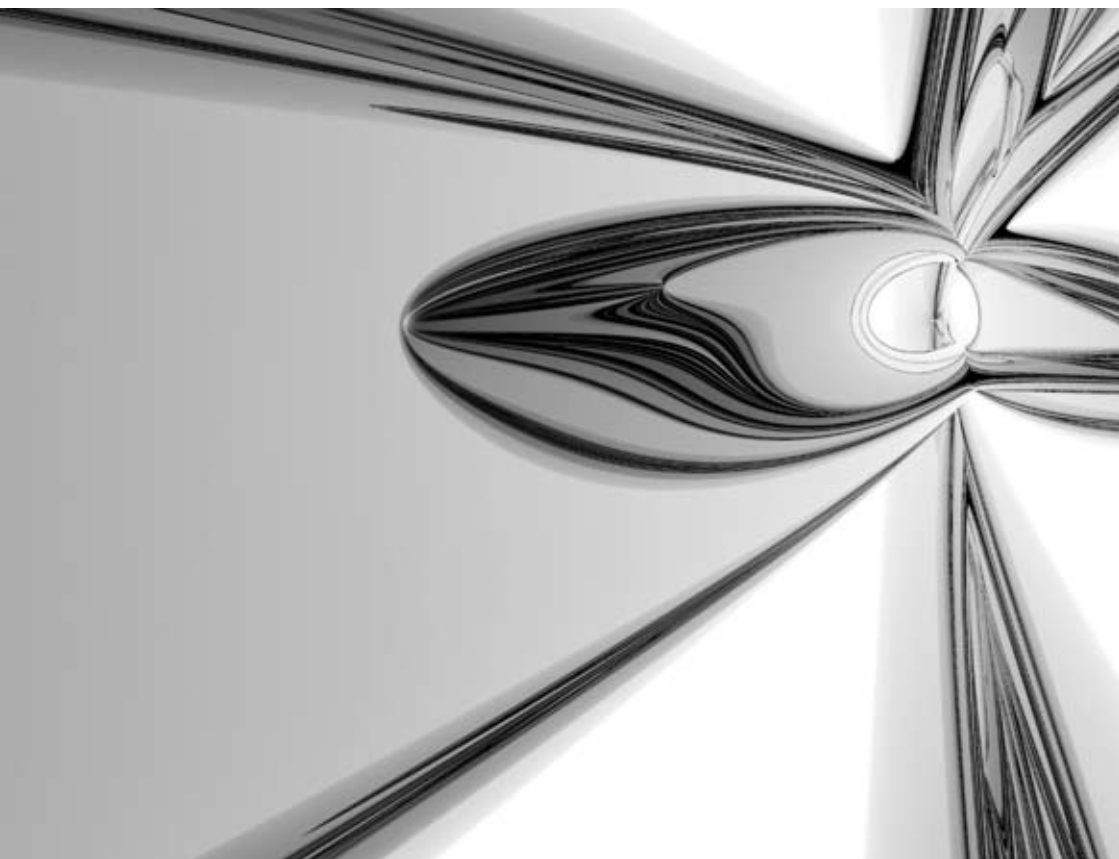
INCO-VERITAS S.A. Oddział w Górze Kalwarii
Grupa Chemii Gospodarczej
ul. Towarowa 8
05-530 Góra Kalwaria
tel. +48 22 711 59 00
fax +48 22 711 59 60
www.inco-veritas.pl
e-mail: kontakt.chemia@inco-veritas.pl

3.6 Light industry - production of glass products and clothing

Articles of Warmia and Mazury region can boast of industrial design at a high level. You can find them in offer of companies dealing with production of furniture, or other products in the earlier chapters.

In this part of the folder we want to draw your attention to the unique products of the sector of **glass products and clothing**. These are sectors in which a skilful combination of experience and innovation is very important for their further development.

Companies which profiles are listed below seem to perfectly combine these two elements, resulting in continuously strengthens the position on a domestic and foreign market.



**PUJAN Jan Puchalski
Centrum Ekspozycyjno – Handlowe Pujan****Description:**

PUJAN – power of glass inspiration.

Pujan company was founded in 1992. By 17 years of operation has become one of the most modern Polish companies in the glass industry. Pujan is a pioneer in the Polish market in the field of glass carving and the production of stained glass using adhesive tape lead, coloured foil and a glass of phased array elements. The main areas of business is to treat the glass, including chamfering, grinding, polishing, carving and decorating method and artistic matting. With the latest technology we are able to meet the wishes of individual and business customers for services and products with using of glass. Modern machinery, providing the highest quality of offered products, is a guarantee of customer satisfaction of Pujan company. The company carries out various types of orders, from small projects to the spectacular.

Products:

ornamental glass, chamfered, carved, furniture, doors, bent, tempered, safety, stained, sandblasted, glass door fixed and mobile, carved mirror, chamfered, artistically decorated with stained glass, stained glass, shower enclosures, glass furniture, glass shelves, glass tables, glass sink, glass balustrades, stairs and landings of glass, partitions, treatment of any type of glass, services for projects using glass.

The largest recipients:

Country: **Russia, Armenia, Azerbaijan, Belarus, Kazakhstan, Kyrgyzstan, Moldova, Russia, Tajikistan, Ukraine and Uzbekistan, Turkmenistan**

Certificates, ISO, awards:

- **Fair Play Enterprise** 2003, 2004, 2005, 2006, 2007 i 2008,
- **Polish Success** 2005 and 2006,
- **The Best Product and Service of Warmia and Mazury**2006,
- **ISO 9001:2000** Certificate.

Address:

Centrum Ekspozycyjno – Handlowe Pujan

ul. Fabryczna 5

82-300 Elbląg

tel. +48 55 235 19 00, 235 19 85

fax: +48 55 235 19 35

www. www.pujan.pl

e-mail: pujan@pujan.pl



SZKŁO Sp. z o.o.

Description:

The company „Szkło” is on the market for over 15 years and deals with the modern technology of glass and mirror processing: grinding, polishing, bevelling, chamfering, drilling, sanding, painting, painting, engraving, gluing, UV glass, tempering glass. Improving their products and quality the company is investing in cutting-edge technologies of processing of glass and mirrors. In recent years there has been activated e.g. running furnace for tempering flat glass lines, glass painting, CNC centres. To confirm the quality of its products the company has been audited by independent certification body. In November 2006, the company received the international quality certificate ISO 9001:2000 awarded by an independent SGS United Kingdom Ltd Systems & Services Certification. In March 2007 the Company received confirmation of the Institute of Glass and Ceramics in Cracow on the identification of products from toughened CE mark.

Products:

Use of products e.g. in:

- furniture (living room furniture, kitchen, office, etc.),
- furniture glass,
- wooden door as it was completed,
- glass door and walls of glass fixed and mobile,
- balustrade,
- solar collectors,
- showers,
- saunas,
- equipment, home appliances,
- facades of buildings,
- low-speed vehicles (we have the approval of the Ministry of Transport).

The largest recipients:

Country: **European Union countries,**

Entity: **furniture industry, the industry door joinery, construction.**

Certificates, ISO, awards:

- **ISO 9001:2000,**
- **Marking glass of CE safety mark,**
- **Prize – „Pracodawca – organizator pracy bezpiecznej” – years 2001, 2003, 2007,**
- **Approval of the Minister of Infrastructure.**

Address:

SZKŁO Sp. z o.o.

ul. Olsztyńska 2

11-100 Lidzbark Warmiński

tel. +48 89 767 03 80

fax +48 89 767 03 81

www: www.szklohartowane.pl; www.temperedglass.eu

e-mail: biuro@szklohartowane.pl, office@temperedglass.eu



W-M GLASS Sp. z o.o.

Description:

Headquarter of W-M Glass is located in Bartoszyce. The company was founded in 2000 in the Warmia - Mazury Special Economic Zone. In 2002, after building a new factory a production was started. Currently, due to the dynamic development of the company constantly updates and expands its machinery. Shareholders of the Company are persons with extensive experience with processing of flat glass.

WM Glass Company continues the activity of Remszkło, founded in 1978, taking its market, suppliers and customers, and many years of experience in the field of glass furniture. The company employs a team of professional workers who constantly enhance their skills. Thanks to their collective work the company is able to meet each client's dream, associated with interior decoration by arranging glass.

Products:

Our products are based on our own and the individual projects and their treatment may include such operations as:

- cutting irregular and simple shapes in glass,
- bevelling and polishing glass and mirrors
- hardening,
- sandblasting glass and mirrors,
- glass engraving,
- the imposition of a painted silk-screen design,
- glass bending,
- UV-bonding method..

The largest recipients:

Country: **European Union countries.**

Certificates, ISO, awards:

- **Mention „TAK TRZYMAJ”** given by the Association „Inicjatywa” for searching for new outlets and plans to create new jobs, a decent representation of the region outside of the country a positive image of local entrepreneurs,
- **Obtaining a nomination to the Central National Contest „Pracodawca – Organizator Pracy Bezpiecznej”** organized by the National Labour Inspectorate, Regional Inspectorate in Olsztyn.

Address:

W-M Glass Sp. z o.o

ul. Kętrzyńska 53

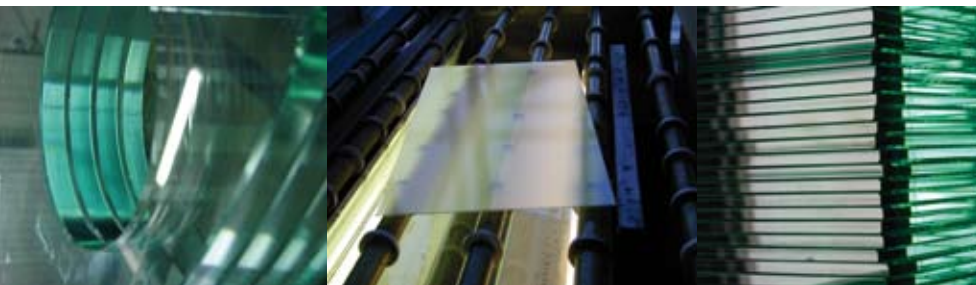
11-200 Bartoszyce

tel. +48 89 762 18 50

fax. +48 89 762 18 51

www.wmglass.com.pl

e-mail: wmglass@wmglass.com.pl



P. P. Infinity Group Sp. z o.o.

Description:

Production Enterprise Infinity Group Sp. z o. o. is a 250-person company established in 1993. The company belongs to numerous business associations and employers. Domain of the company is production of exclusive garments. Infinity produces over 1 million garments a year - exclusive outer clothing, in particular the so-called. thick (cardigans, pullovers, wind stoppers) and lightweight knitwear. Another important segment of the manufacturing Infinity Group Sp. z o.o. is the corporate clothing and uniforms, including lingerie specialist. These products are made from top quality yarns coated anti-pilling aperture.

Products:

- exclusive outer clothing from so-called heavy and light knits,
- corporate clothing is manufactured for special services and armed forces primarily for foreign companies..
- a unique three-layer thermo active, anti-bacterial and non-flammable underwear.

The largest recipients:

Country:

- **Scandinavia, Germany, the Netherlands and Great Britain** - constant cooperation with reputable textile companies
- **Western Europe, USA, Canada, Japan** - products made up by Infinity

Corporate clothing and lingerie is produced for the Special Forces, army, NATO and the International Police, as well as for large international corporations.

Address:

P. P. Infinity Group Sp. z o.o.

ul. Pieniężnego 10

11-200 Bartoszyce

tel. +48 89 522 91 20

fax +48 89 523 71 19

www.i-group.pl

e-mail: boardoffice@i-group.pl



Zakłady Przemysłu Odzieżowego „WARMIA”

Description:

FOR 50 YEARS NOW WE HAVE BEEN WITH YOU!

„WARMIA” is a firm specializing in classical and casual coats and jackets made of high-quality wool, cotton and synthetic fabrics. Aiming at satisfying the high requirements of our local market, we pay great attention to the quality of our workmanship in garment making. We try to meet our Clients expectations in both - product design that stays in line with the current trends and fabrics which are interesting in colours and textures and come from the best European producers. The tailoring art of „Warmia” is appreciated by well-known Western European firms, such as Hugo Boss, Brinkmann or Jobis, who entrust us with the sewing of their commercial collections for many years now. For the oncoming autumn/winter season we offer a wide range of very attractive women’s and men’s coats and jackets in different designs and prices, while for the winter season, we offer warmed, the latest generation of non-woven and down. Coats and jackets for women and men are made of wool fabric, cotton and high quality synthetic fabrics.

Products:

Our products are known under the names:

- **“Exclusive”** - sophisticated elegance of the highest type,
- **“Classic Club”** - sober, low-key classics with fashionable details,
- **“City Look”** - casual informal wear for everybody.

The largest recipients:

Ready-to-wear services:

Country: **Germany**

Entity: **Hugo Boss, Brinkmann**

Products under the brand „Warmia”:

Country: **Lithuania, Latvia, Slovakia**

Entity: **Emfora, Lucija 13, Operativa**

Certificates, ISO, awards:

- Certificate **“Transparent Company”** awarded for the publication of financial statements – **2009**,
- Certificate of Reliability **“Trustworthy Company”**, awarded for not having overdue liabilities in the National Debt Register,
- **Title “Businessman of Warmia and Mazury”** for director Elżbieta Sankowska for year **1999 – 2000**,
- **MTP Gold Medal** for ladies coat model 7516/1. Title **„Vice Minister Export of Light Industry 2007”**,
- **Distinction** in category „industry product” in **III edition of Competition „The Product and Service of Warmia and Mazury 2007”** for collection **„Spring-Summer 2007”**,
- Title **„Benefactor of the year 2006”** and statue **„Kętrzyński Niedźwiedź”**. For assistance and matter and financial support in organizing events, for winter clothing for adults, for its involvement in actions for the benefit of the needy and for the accuracy and affection,
- I degree distinction in category „industry product”, in V edition of **Competition „The Product and Service of Warmia and Mazury 2009”** for collection **„Spring-Summer 2009”**.

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