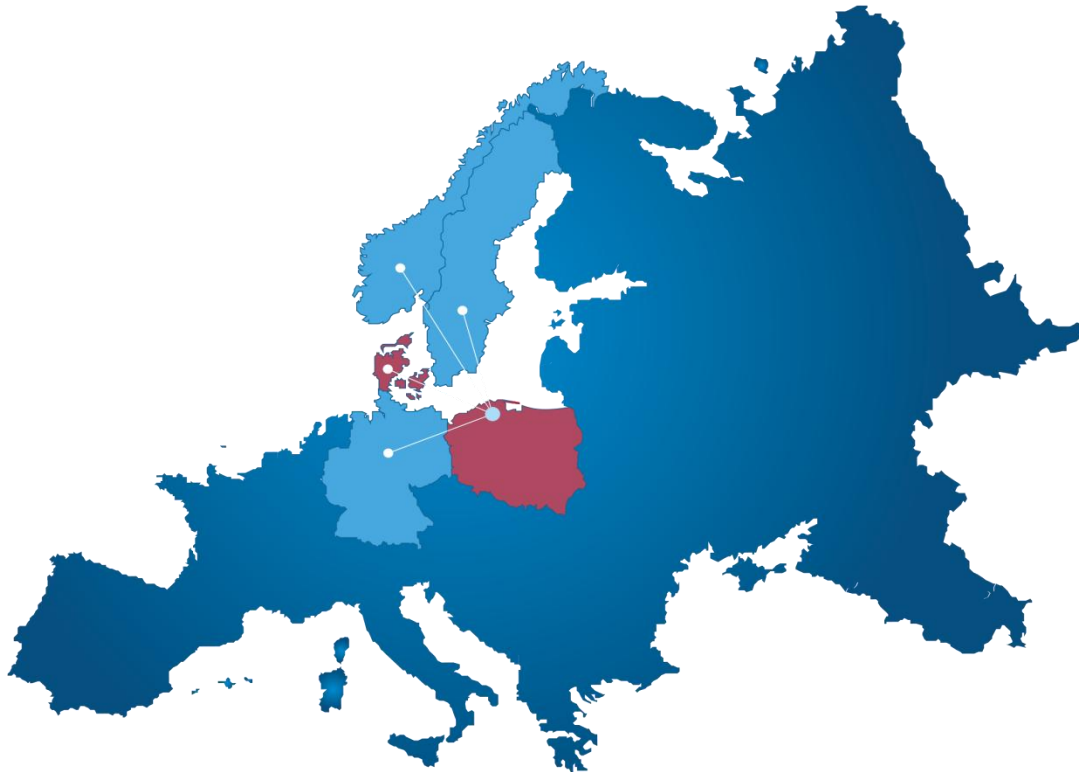


## Pomeranian Company Mission to Denmark



### Invitation

**“Polish experience on eco-technologies” seminar**

**Let's meet at Agromek 2014 !**

agromek.dk

**agromek**

Northern Europe's largest agricultural fair



2014



**Polska**



The Pomeranian Regional Development Agency from Slupsk in Poland would like to cordially invite to business seminar on Polish ecotechnologies.

Nowadays most of the industry need to reduce costs through the use of more efficient equipment and the use of non-polluting environmental solutions in order to obtain better products and services. In this connection we would like to present the companies that offer and implement this types of solutions.

This fall a Pomeranian Company mission is coming to Denmark during the Agromek 2014 fair. It is a great opportunity to meet and find business, technology or research partner. Together we will experience a meeting with several innovative companies and highly skilled professionals in energy efficient and clean technologies. Companies doing business with the ecotechnologies, having interest in & and innovative approach to the clean products and services field, are the most welcome guests! Let's develop cooperation between Polish and Danish companies!

During the seminar you will get to know the overview of the Polish-Danish economic cooperation, potential of eco-technologies in Pomerania region and gain practical info about entering the Polish market.

**Event type:** seminar

**Time:** Wednesday, 26 November 2014, starts at 15:00

**Place:** MCH, Vardevej 1, DK-7400 Herning

Confernece room: M21+M22 (South Entrance, Hall M)

**Price:** free of charge, but requires registration, (food & drinks included)

**Registration:** on-line registration form ([click here](#)) or via webpage at [www.sse.slupsk.pl](http://www.sse.slupsk.pl)

**Organizers:**

Pomeranian Regional Development Agency, Slupsk Technology Incubator,  
Polish-Danish Chamber of Commerce

**Patronage:**

Trade and Investment Promotion Section of Polish Embassy in Copenhagen  
Polish Information and Foreign Investment Agency, Scandinavian-Polish Chamber of  
Commerce

**Contact person:**

Bartosz Switala – Project Manager, Tel.: +48 604 450 206, [bartek@parr.slupsk.pl](mailto:bartek@parr.slupsk.pl)  
Pomeranian Regional Development Agency

In the following pages you will find agenda of the seminar, as well as more info about the Polish delegation you will meet during the event – the companies & institutions from Pomerania Region.

## **Agenda of the seminar:**

**15:00 – 15:15**

**Registration and welcome coffee**

**15:15 – 15:20**

**Welcome Word**

Mr. Mirosław Kaminski, CEO, Pomeranian Regional Development Agency

Mrs. Anna Suchenek, 1<sup>st</sup> Secretary, Trade and Investment Promotion Section of Polish Embassy in Copenhagen

**15:20 – 15:30**

**Poland - the most prosperous opportunity for Danish business**

Mr. Egil Rindorf, Chairman of Polish-Danish Chamber of Commerce

**15:30 – 15:40**

**Eco-Pomerania – regional potential, businesses and partnership opportunities**

Mr. Bartosz Switala, Project Manager, Pomeranian Regional Development Agency

**15:40 – 15:50**

**Accelerating innovations and eco-technologies in Slupsk Region**

Mr. Marcin Ingielewicz, PR & Marketing, Slupsk Technology Incubator, PRDA

**15:50 – 16:45**

**Opportunities of joint business, technology or research cooperation in renewable energy sources and eco-technologies applied to agriculture.**

**Pomeranian companies case studies:**

1. **Ekoinbud** - Mr. Tomasz Balcerowski, CEO
2. **Ekowat Wind** - Mrs. Magdalena Marczak, Office Manager
3. **Flowair** - Mr. Rafał Haran, Project Manager
4. **Solpower** - Mr. Blazej Drazkowski, Estimator
5. **Stakom** - Mr. Karol Malek - President

**16:45 – 17:30**

**Questions & Answers – networking during food& drinks**

**Pomeranian Companies profiles in the following pages...**



Company PB EKOINBUD was created for operating in the scope of ecology, construction projects and realization. Since the founding, PB EKOINBUD is a thriving company, adaptive on market and bold in action. The qualities distinguishing our company are comprehensive construction works, including restoration and maintenance with usage of newest technologies. Every undertaking which PB EKOINBUD approaches is carefully examined with assistance of the best professionals of their domain. Thanks to that, the accomplishments of PB EKOINBUD are their pride. The company thriving in constructions, reached out for a project of a vast energetic network based on renewable energy sources. The new biogas plant will give the chance to achieve the potential of Polish agriculture and gain more independence from the fragile and ever-changing market of energy resources. Biogas plants based on agriculture allow to easily and fast fermentation the organic waste for biogas generation. The plants generate renewable energy regardless of the weather conditions and the production itself conducts constantly. Due to the mechanisms of fermentation the bio plant dispose not only agricultural waste, but also the industrial ones. The process is completely automatic, which requires minimal Staff.

As a result, methane is produced, as well as very efficient fertilizer, which emerges from the fluid left from the fermentation. Methane is used for production of thermal and electric energy and the fertilizer in a form granules is used in the ground.

#### **Services and / or products:**

##### COMPREHENSIVE IMPLEMENTATION OF A WIDE RANGE OF SERVICES:

- m.in .: construction of housing and industrial, highly specialized construction work, raising ceilings and roofs using the unique technical and technological solutions, execution of orders for development projects (energy-efficient houses, residences, buildings, industry and services)
- a full range of repair work - overhauls of entire buildings, facade renovations, painting, plastering and thermal modernization, renovation and repairs of ceilings truss roofs, roofing work, including at the highest quality historic buildings.

#### **Types of preferred business contacts - expectations from foreign partners:**

- We are interested in cooperation with companies specializing in Environmental Technologies in Agriculture
- running a company representative wishing to conquer the Polish market.

#### **Contact:**

Tomasz Balcerowski – CEO

tel. +48 501 597 100

[t.balcerowski@ekoinbud.pl](mailto:t.balcerowski@ekoinbud.pl)



Designing, implementing modern solutions and technologies using renewable energy sources, particularly wind farms, photovoltaic, hydroelectric, biogas. Development projects in the field of renewable energy.

EKOWAT WIND SP. Z O.O. SP.K. provides consulting services in all stages of development of wind farm projects for Investors and Developers locating their projects in Poland.

### **Wind resource assessment**

Accurate measurements of wind speed and direction are analyzed by the technical team. These results can be used to optimize the spacing of turbines, selection of appropriate turbine model and predict annual energy production by the wind farm, ie. P50, P75 and P90.

### **Development projects**

Comprehensive service of wind farms on the stage of obtaining environmental decisions (proposal for a decision with ICP (Information Card Project), noise analysis, Screening, ornithological monitoring, bats monitoring, EIA Report (Environmental Impact Assessments), Analysis of landscape along with the visuals, social conditions),

Strategic assessment of the impact of wind farms on the environment (eco-physiographic Development, Strategic Environmental Assessment)

Environmental Due Diligence energy projects (analysis and document the environmental aspects of wind projects),

Post-implementation support wind farms (Supervision natural, after realization bats and ornithological monitoring and measurement noise).

### **Analysis of wind farm noise**

Noise analysis conducted by a team Ekowat may include:

Analysis of wind farm noise at the current turbines location;

Propose changes in location, other modes of operation of turbines, or their models in order to maximize annual energy production at wind farm data limitations;

Micrositing wind farm.

### **Technical due diligence**

During the course of due diligence documentation is viewed carefully, taking into account:

Location and access to the project site;

Spatial planning and obtaining all permits legal and administrative;

Forecasted production of energy by the wind farm;

Selection of wind turbines;

Environmental constraints;

Technical conditions and a connection agreement to the NPG (National Power Grid);

Concluded an agreement with the supplier of turbines, contractors and erection works and other counterparties;

Terms maintenance and service of wind turbines;

Electricity sale agreement (PPA, CPA);

Financial model.

### **Contact:**

Magdalena Marczak – Office Manager

tel. +48 607 630 410

[m.marczak@ekowat.biz](mailto:m.marczak@ekowat.biz)



The FLOWAIR company was founded on July 30th 2003 as a partnership under the name Flowair Group s.c. (civil partnership). Founders of the company are Maciej Głogowski and Marcin Brzezinski, which currently hold executive functions. Both company owners have many years of experience in the heating – ventilation industry gained while cooperating with VTS Clima - a leading supplier of ventilation and air-conditioning. In connection with FLOWAIR development, April 11th 2007 legal form of the Company was converted from s.c. (civil partnership) to sp.j (general partnership). The company currently employs 24 people.

Benefiting from recent science and technology solutions, FLOWAIR manufacture air heating devices from 8 years. In order to achieve a status of expert in economic heating of large volume buildings, the company takes care of the customers' needs, offering a variety of heating systems.

FLOWAIR products are the result of specific business strategy, which continually builds competitive advantage based on innovation, high quality and partnership relations with customers. Thanks to confidence in the quality of our products and the value system adopted by our company, FLOWAIR was honored with prestigious awards.

Thanks to FLOWAIR continuous research and development activities, Company introduces at least one new product year by year.

#### **Services and/or products:**

The FLOWAIR company puts main emphasis on innovative projects and implementation of products in the field of air heating and ventilation, with particular emphasis on modern design, energy saving and the usage of unique control methods. The main products offered by FLOWAIR:

- Water heaters - LEO brand (including LEO AGRO brand) - own product
- Air curtains (and Air curtain-fan heaters) – ELiS brand - own product
- Heat recovery unit –OXEN brand - own product
- Industrial air curtains – ELiS G Brand - own product
- ROBUR gas heaters – product made in Italy, distributed exclusively in Polish market
- Roof fans – UVO H Brand - product made In Poland

FLOWAIR activities are: sales of abovementioned devices, sales of devices parts, technical support, maintains complaints registry.

All FLOWAIR products are marked with CE certificate of conformity that signifies compliance with European directives. The products meets the requirements for: safety, health, environmental protection and consumer protection.

#### **Types of preferred business contacts - expectations from foreign partners:**

Preferred Business Partner is responsible for selling machinery and equipment, comprehensively supplying agricultural producers and installation companies specialized in the agricultural / breeding farm objects.

We look for companies that can operate in various ways:

- companies dealing with full supply of agricultural objects;
- companies specialized in heating and ventilation of agricultural objects;
- companies that construct agricultural objects.

**The offer for a foreign partner - a description of services and / or products to present to foreign partners during the mission:**

The offer includes sales of high quality AGRO series products dedicated to agricultural / breeding farm objects.

More information on dedicated webpage: <http://www.ogrzewanieagro.pl/> (polish language only)

**Contact:**

Maciej Głogowski – Co-Owner

tel. +48 502 048 261

[maciej.glogowski@flowair.pl](mailto:maciej.glogowski@flowair.pl)



Solpower operates in the renewable energy sector. The company's goal is to promote clean, modern and safe methods of energy generation from renewable sources. We have the necessary expertise to provide advisory services in the field of renewable energy, among others: solar collectors and photovoltaic panels. The greatest attention focused on the design, installation and service of solar and photovoltaic installations. The service is based on a comprehensive implementation of the investment from conceptual design to commissioning. We do installations for the purpose of single-family homes, communities, housing associations, industrial facilities, public institutions, livestock facilities, and agricultural drying in the agricultural sector. The company plans to make offers for the provision of services in the field of energy generation from biogas.

### **Services and / or products:**

- Advice on the selection and configuration of systems designed to reduce the operating costs of all types of buildings,
- Complete project, including the design and selection of optimal solutions, completion and installation,
- Maintenance and service warranty
- Help and support in raising funds for environmental investments,
- Assistance in obtaining funds to finance projects.

### **Types wanted, preferred business contacts - expectations of foreign partners:**

- Companies in renewable energy sector
- photovoltaic industry partners, including:
  - Developers of PV projects
  - about Companies Assembler and Installer
  - Manufacturers of inverters and photovoltaic panels.

From business partners are expected to:

- The maximum engagement with the company Solpower Jolanta Drążkowska
- More information on dedicated webpage: <http://www.ogrzewanieagro.pl/> (polish language only)
- Advising on the selection and configuration of systems designed to reduce costs; maintenance of all types of buildings;
- Establishing cooperation with manufacturers of inverters and photovoltaic panels;
- Mediation in the sale of products;
- Work through the promotion and implementation of products on Polish territory;

### **Contact:**

Błażej Drążkowski

tel. +48 668 639 851

[blazej.drazkowski@wp.pl](mailto:blazej.drazkowski@wp.pl)





The company STAKOM Sp. z o.o. was established in 2002 and is a daughter company of PPH METALS WORKS, which exists in the metal industry since 1975. The company was created because of large demand in the market for metal containers and trailers used in agriculture. Experience and Quality developed by Metals Works is, to this day, successfully continued at Stakom.

### **Services and products:**

Production:

- collection of containers for selective waste
- steel containers for all types of waste
- agricultural trailers
- municipal services

### **Types sought, preferred business contacts - expectations of foreign partners:**

Firms engaged in:

- the sale of all types of containers
- points of selective waste collection
- recycling
- municipal services
- construction industry (disposal debris, etc..)

Expectations - finding a counterpart for long-term cooperation

### **The offer for a foreign partner - a description of services and / or products to present to foreign partners during the mission:**

The core of our business is the manufacturing of metal products, such as:

- Metal rolonof Containers and Skips
- Tip Trailers for MERCEDES, SCANIA, VOLVO, DAF
- Trailers used in agriculture

95% of our products are exported to: Netherlands, Germany, Austria, Switzerland, Belgium, Norway, Sweden and Finland

Years of experience and a highly trained staff allows us to maintain quality at a very high standard.

We guarantee a high level of customer satisfaction by offering products with high quality, competitive prices and timely implementation.

### **Contact:**

Karol Malek - President

tel. +48 606 977 527

[karol@stakom.biz](mailto:karol@stakom.biz)

## About organizers:



Since 1997 the **Pomeranian Regional Development Agency (PRDA)** has managed the **Slupsk Special Economic Zone**, which supports economic development of the central region of Pomerania (including Pomeranian and West Pomeranian Regions). It also supports creation of modern economy based on innovative technologies. For this purpose, the **Slupsk Technology Incubator**, managed by PRDA, was built in Slupsk in 2012. Within the incubator it has just been opened the Automation, Robotics and Vision Systems Lab, equipped with Japanese OMRON's equipment. Another step is to equipage the new lab of renewable energy sources.

PRDA also implements a lot of projects, financed by the European Union funds. It plays an important role in promoting export and match-making contacts between local SMEs and their foreign counterparts by organizing seminars and conferences, promoting companies at international fairs, economic missions and study visits. In addition PRDA is also offering services such as: business consultancy, trainings, real estate brokerage, job placement.

[www.parr.slupsk.pl](http://www.parr.slupsk.pl)

[www.sse.slupsk.pl](http://www.sse.slupsk.pl)

[www.sit.slupsk.pl](http://www.sit.slupsk.pl)

# PDCC

**POLSK-DANSK HANDELSKAMMER**  
(POLISH-DANISH CHAMBER OF COMMERCE)

**Polish-Danish Chamber of Commerce (PDCC)** is a Danish organization based in Copenhagen. PDCC is aimed at developing economic and trade cooperation between Poland and Denmark.

PDCC as an organization:

- Develops cooperation between Polish and Danish companies.
- Establishes and maintains relationships between important business groups from Poland and Denmark.
- Collects and publishes data on the economic, legal and political situation in Poland and Denmark.
- Organizes conferences, workshops, networking events, study visits and other meetings contributing to the development of Polish-Danish economic cooperation.
- Promotes through debates, press conferences and lobbying the Polish-Danish economic and trade relations.
- Collects and publishes data on investment opportunities and sales in Poland and Denmark.
- Can act as a mediator in disputes between Danish and Polish companies.

[www.polsk-dansk-handels-kammer.dk](http://www.polsk-dansk-handels-kammer.dk)



**REGIONAL PROGRAMME**  
NATIONAL COHESION STRATEGY



**EUROPEAN UNION**  
EUROPEAN REGIONAL  
DEVELOPMENT FUND



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