



# EXPLORE MAŁOPOLSKA WITH ENTERPRISE EUROPE NETWORK DURING EURO 2012



## Explore **Małopolska** with Enterprise Europe Network during **Euro 2012!**

**Technology Transfer Center  
Cracow University of Technology**

**Kraków, 2012**

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**Explore Małopolska with Enterprise Europe Network  
during Euro 2012!**

**There is so much for a tourist, sport fan and businessman to  
explore in Małopolska!**

**The material heritage being, at the same time, a living testimony  
to history, plentiful artistic life, and magic atmosphere of the  
region that provides its busy locals and visitors alike with plenty  
of opportunities to slow down, chill out, and take a relax look...**

Dear Sir/Madam,

Final matches of the **European Football Championships** will be held in Poland and Ukraine between 8th June and 1st July 2012. The teams will compete for the title of European Champion in 31 matches which will be held on eight stadiums, four in Poland – in Gdańsk, Poznań, Warsaw, Wrocław – and four in Ukraine – in Donetsk, Lviv, Kharkov and Kiev. Even though in Kraków (Małopolska) there will be no matches during the **Euro2012**, many national teams will be accommodated in the biggest city of Małopolska.

**We want to welcome You in Małopolska during Euro 2012.**  
Come and visit our region, which is well-known because of its historical background and magic atmosphere, but also because of its business opportunities, innovative technologies, products and ideas cumulated in the region.

Technology Transfer Center Cracow University of Technology (TTC CUT) presents the catalogue **“Explore Małopolska with Enterprise Europe Network during Euro2012!”**

Małopolska, despite of its tourism and sport value, is a place with a great R&D potential, active high technology sector, large reserves of well educated personnel, well developed network of business support institutions and advanced data communications infrastructure.

Our region is a great place to explore for a tourist looking for beautiful views, for a football fan hoping to feel sport atmosphere but also, for a businessman interested to find new technologies, well developed business partner and new opportunities which are within reach of your's hand.

### **See You in Małopolska!**

Jadwiga Widziszewska  
Director of Technology Transfer Center  
Cracow University of Technology



Wsparcie dla biznesu w zasięgu ręki



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## Małopolska Region



### **Małopolska – general information**

**The capital of the region:** Kraków

**Larger towns:** Tarnów, Nowy Sącz

**Area:** 15 190 sq km (5% of Poland's area)

**Population:** 3 260 200

**Climate:** moderate

**Land sculpture:** varied, lowlands (the Vistula valley), uplands (Krakowsko-Częstochowska Upland), hills, (the Karpackie Foothills), montagne (the Tatras [Tatry], the Beskidy Range, the Pieniny Range); only 9% of the area lies below 200 asl, and more than a half – above 500 m asl; the highest peak Rysy (2499 m asl)



## 10 reasons to visit Małopolska:

### 1. The capital and larger towns

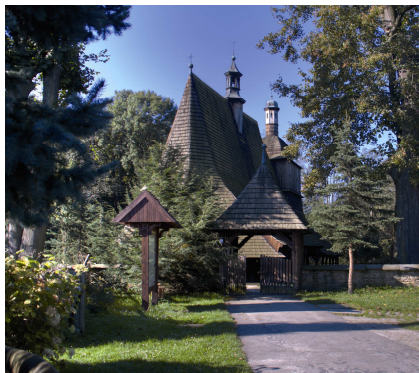
**Kraków** – the former capital of the country brings together all what is Polish and all what a tourist seeks – it is difficult to list all Kraków's attractions... **Tarnów** – the largest town in the eastern part of the region is famous for its historic buildings and numerous traces of the rich Jewish culture. **Nowy Sącz** delights us with its splendid Sącz Ethnographic Park and the beautiful wildlife.



St. Mary's Basilica, photo by M. Zaręba

### 2. Heritage

In Małopolska are **8 sites listed by the UNESCO** List of the World Cultural and Natural Heritage (out of 16 such heritage sites in Poland). These are: the historic City Centre in Kraków, the Wieliczka Salt Mine, the former Nazi German Concentration Camp Auschwitz-Birkenau, the Christ's Passion Route and Sanctuary in Kalwaria Zebrzydowska and the wooden churches in Binarowa, Dębno, Lipnica Murowana and Sękowa.



Church in Sękowa photo by J.Mysiński

### 3. People

Many famous people are connected with this region, including Pope John Paul II, General Józef Bem, Roman Ingarden, Tadeusz Kantor, Jan Kiepura, Tadeusz Kościuszko, Jan Matejko, Józef Mehoffer, Helena Modrzejewska, Sławomir Mrożek, Ignacy Jan Paderewski, Krzysztof Penderecki, Ludwik Solski, Wisława Szymborska, Józef Tischner, Stanisław Witkiewicz, to mention but a few prominent personages associated with Małopolska, who contributed to the development of the region, the country and the world.

### 4. Events

Małopolska is vibrant with life, offering entertainment for visitors from all over the world. And there is nothing surprising about that, if we mention several of events: the Małopolska Days of Cultural Heritage, the Jewish Culture Festival (Kraków), the International Festival of the Mountain Region Folklore (Zakopane), the Jan Kiepura Festival (Krynica) or the International Festival of Chamber and Organ Music (Wygiełzów).

### 5. Health resorts

Health resorts in the Małopolska Region – Krynica, Szczawnica, Muszyna, Piwniczna, Rabka, Swoszowice, Wapienne, Wieliczka, Wysowa, Żegiestów – are beautiful and difficult to overrate with regard to their positive influence on patients' health. Moreover, splendid nature, numerous natural sources of mineral waters and the welcoming inhabitants add to the charms of local spa towns.



Tadeusz Kościuszko photo by Cracow University of Technology



Details of traditional highlander's costume, photo by P. Drożdżik



Babia Góra, photo by D. Zaród



## 6. Hospitality and tradition

Traditions and customs of Małopolska region such as: the Lajkonik pageant (a Tartar-style dressed man riding a hobbyhorse) in Kraków, commemorating a Tartar raid, or the competition of Nativity cribs or Easter palms, arouse interest and admiration. The old Polish hospitality has already become proverbial, especially because Małopolska inhabitants gladly offer a treat of first-class **delicacies** such as: sheep's milk cheese – oscypki, Łącka plum vodka, bagels – obwarzanki or kremówki (sweet cream cakes).



Oscypki cheese, photo by P.Tokarczyk

## 7. Nature

In the area of Małopolska there are 6 national parks (Babia Góra, Gorce, Magura, Ojców, Pieniny, Tatra) within a radius of only 100 km. This is also one of the few regions where we can find both the Alpine-like **Tatras** (with Lake Morskie Oko – the most famous Polish lake and Zakopane – the winter capital of Poland), and a real desert (**Błędowska Desert**).



Chapel on the water in Ojców, photo by M.Zaręba

## 8. Active tourism

Those who dream about spending their spare time actively must come to Małopolska! Here they can find numerous tourist trails, **go rafting on the Dunajec River** – an unforgettable adventure, visit the **Krakowsko-Częstochowska Jura** – the best place for rock climbing, cave exploration, hang-gliding, cycling and horse riding enthusiasts, **the Tatras and the Pieniny Mountains** – with a dense network of tourist trails.



Tatrzański National Park photo by J.Gorlach

## **9. Euro2012**

More than one million visitors including fans, players, activists and sponsors will visit Poland in June and July 2012. Most of them will stay in Poland for more than one day. Developing an offer of Team Base Camps for European teams participating in UEFA EURO 2012<sup>TM</sup> was one of the most important elements of preparations for the Tournament. Several teams have decided to stay in Kraków during the time of the Championship where to prepare for the games.

## **10. Well developed business activity**

Małopolska is a European center of modern technologies through a harmonious cooperation between research and business.

Małopolska's strength lies in the potential of its inhabitants. Here, success is achieved by people; their skills, commitment and professional approach help the region's companies beat the market competition quite easily.



## Travel to Małopolska? No problem!



### BY CAR

The national and local road network in the region is well developed. The use of the national roads is free, the use of the A4 motorway (Katowice – Kraków) costs: 10 zloty – for a private car, 22 zloty – for other vehicles.

#### **National roads running through Małopolska:**

**Road No 4:** the German border – Wrocław – Katowice – Chrzanów – Kraków – Tarnów – Rzeszów – the border with the Ukraine

**Road No 44:** Gliwice – Mikołów – Tychy – Oświęcim (Auschwitz) – Zator – Skawina – Kraków **Road No 94:** Legnica – Prochowice – Wrocław – Opole – Strzelce Opolskie – Toszek – Pyskowice – Bytom – Będzin – Sosnowiec – Dąbrowa Górnicza – Olkusz – Kraków – Balice

**Road No 7:** Gdańsk – Elbląg – Warsaw – Radom – Kielce – Kraków – Chyżne (state boarder)

**Road No 79:** Warsaw – Koźienice – Zwoleń – Sandomierz – Połaniec – Nowe Brzesko – Kraków – Trzebinia – Chrzanów – Jaworzno – Katowice – Chorzów – Bytom



#### **Maximum speed permitted:**

50 km/h – towns, built-up areas  
90 km/h – not built-up area  
100 km/h – express ways  
130 km/h – motorways

### BY TRAIN

Małopolska has direct railway connections with all larger cities in Poland and many abroad, including with Vienna, Prague, Berlin, Bucharest, Bratislava,

Kiev, Lvov, Odessa and Budapest. **Information** about timetables, train stations and connections can be obtained at: [www.pkp.pl](http://www.pkp.pl); rail-way information tel: (0-12) 94 36.



### **Important telephone numbers**

Ambulance service: **999**

Fire brigade: **998**

Police: **997**

Emergency road service: **981**

Rescue number in the mountains: **0 601 100 300**

### **BY BUS**

Most places in Małopolska can be reached by bus. PKS is the main transport agent. Bus stations are usually situated near railway stations. Larger towns in Małopolska have regular bus connections with many places in Poland and Europe. Ticket prices are related to journey distances and the kind of a connection (regular, fast). In ticket offices one must pay in cash! **More information** at: [www.pks.krakow.pl](http://www.pks.krakow.pl).



### **BY PLANE**

Małopolska has plane connections with Amsterdam, Berlin, Budapest, Chicago, Frankfurt, Cologne, Copenhagen, London, Milan, Munich, Paris, Prague, Rome, Stuttgart, Tel Aviv and Vienna, and also with Warsaw. Flights are offered by several airlines, among others LOT, Air France, Austrian Airlines, British Airways, Swiss, EuroLOT, Lufthansa, SkyEurope, Ryanair. **The Airport at Kraków-Balice**, tel: (0-12) 639 30 00, [www.lotnisko-balice.pl](http://www.lotnisko-balice.pl). The route: the airport – Kraków's centre is served by bus lines No 192 and 208.



### **Road border crossing points (24h traffic)**

1. Chochółów – Sucha Hora, tel: (0-18) 275 71 26; for passenger and goods traffic up to total vehicle weight of 3.5 tonnes; near Zakopane
2. Chyżne – Trstena, tel: (0-18) 263 17 14; passenger and goods traffic; on the international route E7: Gdańsk – Warsaw – Kraków – Chyżne – the state border – Bratislava
3. Jurgów – Podspady, tel: (0-18) 202 25 00; for passenger and goods traffic up to total weight of 7.5 tonnes; the Tatra administrative district, the Bukowina Tatrzańska commune
4. Konieczna – Becherov, tel: (0-18) 351 00 54; passenger traffic; on the route: Tarnów – Gorlice – state border – Becherov – Koszyce – Bucharest – the south of Europe
5. Leluchów – Cirć, tel: (0-18) 471 83 99; passenger traffic (also coaches) and vans/trucks up to total weight of 7.5 tonnes; on the route Kraków – Nowy Sącz – the state border – Koszyce – Southern Europe
6. Łysa Polana – Tatranská Javorina, tel: (0-18) 264 82 94; passenger and goods traffic; on the route: Kraków – Nowy Targ – Bukowina Tatrzańska – the state border – Poprad
7. Niedzica – Lysa on the Dunajec, tel: (0-18) 262 96 33; passenger traffic; on routes: Nowy Targ – Dębno – the state border – Spiska Bela – Poprad and Nowy Targ – Krośnica – the state border – Cerveny Klastor – Stara Lubovna
8. Piwniczna – Mnišek on the Poprad, tel: (0-18) 448 42 00; passenger traffic; on the route: Kraków – Nowy Sącz – the state border – Košice – Budapest – the south of Europe
9. Winiarczykówka – Bobrov, tel: (0-18) 264 78 93; passenger and commodity traffic up to total weight of 7.5 tonnes; on the route Kraków – Rabka – Jabłonka – the state border – Bobrov



### **BORDER CROSSINGS**

Małopolska borders Slovakia in the south; there are border crossings of different kinds: railway, road – with no restrictions, road crossings excluding vans and trucks, and also border crossing points on tourist trails – only for pedestrian. Crossing rules are similar to those in the most EU countries.

**More information** at: [www.clo.gov.pl](http://www.clo.gov.pl).



## **TOURIST INFORMATION**

### **Kraków City**

**Information Network** – city information offices: The Town Hall Tower [Wieża Ratuszowa], Rynek Główny 1, tel: (0-12) 433 73 10; the International Airport in Balice, tel: (0-12) 285 53 41; ul. Szpitalna 25, tel: (0-12) 432 01 10, 432 00 60, fax: (0-12) 432 00 62, [it-krakow@wp.pl](mailto:it-krakow@wp.pl), [www.krakow.pl](http://www.krakow.pl); ul. Św. Jana 2, tel: (0-12) 421 77 87, fax: (0-12) 430 65 03; ul. Józefa 7, tel: (0-12) 422 04 71, fax: (0-12) 421 77 31, [biuro@kazimierz.biurow.kraknet.pl](mailto:biuro@kazimierz.biurow.kraknet.pl); os. Słoneczne 16 (os. - residential area), tel: (0-12) 643 03 03; the common e-mail address: [it@infokrakow.pl](mailto:it@infokrakow.pl)

**The Małopolska Information Centre**, Cloth Hall [Sukiennice] Rynek Główny 1/3, tel: (0-12) 421 77 06, fax: (0-12) 421 30 36, [info@mcit.pl](mailto:info@mcit.pl), [www.mcit.pl](http://www.mcit.pl)

**The Diocesan Information, Promotion and Tourism Centre**, ul. Wiślna 12, tel: (0-12) 430 20 10, fax: (0-12) 430 20 10, [dcie@diecezja.krakow.pl](mailto:dcie@diecezja.krakow.pl), [www.dcie.diecezja.krakow.pl](http://www.dcie.diecezja.krakow.pl)

**KRYNICA ZDRÓJ Tourist Information Centre**, ul. Piłsudskiego 8, tel: (0-18) 471 56 54, fax: (0-18) 471 55 13, [it@krynica.pl](mailto:it@krynica.pl), [www.krynica.pl](http://www.krynica.pl)

**NOWY SĄCZ Tourist Information Centre**, ul. Piotra Skargi 2, tel/fax: (0-18) 443 55 97, 444 24 22, [cit@sarr.com.pl](mailto:cit@sarr.com.pl), [www.cit.com.pl](http://www.cit.com.pl)

**OŚWIĘCIM Municipal Tourist Information Office**, ul. Lesz-czyńskiej 12, tel: (0-33) 843 00 91, fax: (0-33) 843 24 81, [mpit@um.oswiecim.pl](mailto:mpit@um.oswiecim.pl), [www.mpit-oswiecim.neostrada.pl](http://www.mpit-oswiecim.neostrada.pl)

**SZCZAWNICA PTTK Tourist Information**, ul. Główna 1, tel: (0-18) 262 23 32, [www.pttk.szczawnica.pl](http://www.pttk.szczawnica.pl)

**TARNÓW Regional Coordination and Tourist Service Centre in Tarnów**, Rynek 1, tel: (0-14) 627 87 35, 627 87 36, fax: (0-14) 628 34 40, [centrum@turystyka.tarnow.pl](mailto:centrum@turystyka.tarnow.pl), [www.turystyka.tarnow.pl](http://www.turystyka.tarnow.pl)

**ZAKOPANE Tourist Information Centre**, ul. Kościuszki 17, tel: (0-18) 201 22 11, fax: (0-18) 206 60 51, [info@um.zakopane.pl](mailto:info@um.zakopane.pl), [www.zakopane.pl](http://www.zakopane.pl)

# KRAKÓW



Vistula river – Wawel photo by P. Tokarczyk

The former capital of Poland is at present the artistic and intellectual centre of the region and is one of Europe's most interesting places for tourists. In 1978 Kraków was entered on the UNESCO first List of the World Cultural and Natural Heritage. Not without reason Kraków's Old Town is in itself a live urban-design museum. The impressive mediaeval Market [Rynek] – the heart of the city – is larger than Saint Peter's Square in the Vatican City or St Mark's Square in Venice. In the middle there is the Cloth Hall with former tradesmen's stalls, the little church of St Adalbert from the 11th–12th c. – one of the oldest in the city. Every hour on the Market one can hear bugle-call played by a trumpeter from the tower of St Mary's Church, to commemorate the thwarting of Tartar attack on the city.





Sukiennice on the Market photo by Łukasz Olszewski

Round the Old Town are very well preserved sections of old city walls with the Barbican, the Arsenal and the Floriańska Gate. From there only 'a step away' is the Czartoryski Museum, with the famous Lady with an Ermine by Leonardo da Vinci and the Jagellonian University – the oldest Polish college, established in 1364. Nicolaus Copernicus and Pope John Paul II studied there. The treasure of the college is the library with the largest collection of books in Poland, and among the most interesting buildings is Collegium Maius – one of few mediaeval university buildings to survive in Europe. From here the way goes to Wawel Royal Castle, the former seat of Polish rulers, the most frequently visited museum in Poland, where we can see regalia, the reliquary of the St. Stanislaus – the patron saint of Poland, a collection of Flemish tapestries (Arras tapestries). In Wawel Cathedral are the sarcophagi of Polish kings and national heroes. A little further is Kazimierz – the former Jewish district with ancient monuments of two cultures: Christian and Jewish. It has the oldest synagogue in Poland - the Old (Stara) and a Renaissance Jewish cemetery Remuh. Not far from them are Churches of St Catherine and Corpus Christi, and the Pauline Monastery on Skalka.





## Automotive, Transport and Logistics Sector Group

### **Innovative profile for traffic sign post. (BBS TO Ref: 11 PL 64BD 3K9Z)**

#### **Polish company has developed the technology of innovative profiles of traffic sign post system for roads and highways.**

The innovative profile of traffic sign post is a fully certified technology product range for single and multi post traffic sign constructions made according to EU Norm EN 12899-1 that provides passive road safety according EU Norm EN 12767. Unlike traditional steel tubes, the profile is made of one type of cold formed galvanized "U" shaped profiles which simplifies production and minimizes logistic efforts and costs (see pictures above). The company offers the patented product sign post system as well as the full process of product validation: designs, manufacturing process lines, crash tests, laboratory tests and final elementary model. The traffic sign post system guarantees and protects users for roads and highways. The installed construction in roads is visible and readable at all weather conditions. The innovative traffic sign post system in comparison with existing signs has improved road safety and has got high corrosion resistance; easy, simple and quick on site assembly; low purchase and installation cost and low maintenance and repair.

The company is offering a license agreement to a company interested in the further development of traffic sign post profile.

#### Main advantages the company could offer to a potential partner:

- ✓ Modern design;
- ✓ Low purchase and installation cost;
- ✓ Roads safe standards passed;
- ✓ Improved road safety;
- ✓ Low-cost of production;
- ✓ High quality;
- ✓ Environmental friendly;
- ✓ Quality of technical support and relationship with partners.

**Automatic vehicle classification system for traffic roads.  
(BBS TO Ref: 10 PL 64BD 3G7V)**

**Polish company has developed a new system which enables in a simple and automatic way to measure of traffic roads including vehicle classification system directly.**

This automatic vehicle classification system enables the counting, weighting and classifying vehicles, based on double induction loops principle in roads. The automatic vehicle device can be installed as independent system or can be integrated as a part of master applications (for example highway emergency/ SOS system). Furthermore, the system detects and analyzes the number and speed of passing vehicles, its weight, for each line separately according to a typical change of frequency for a vehicle and progress in time. The system uses an internal memory for data storing. Data can be transmitted directly to PC or remotely through modem. The system lets measure the weekly cycle of the number of vehicles in five minute intervals for each vehicle category ( passenger cars, trucks, buses, vans, unclassified cars, etc.) as well as average speeds for individual vehicle categories hourly. It can be applied for all roads, highways, cross-roads, and other network of roads.

The company is seeking partners interested in further development and for testing of new application.

Main advantages the company could offer to a potential partner:

- ✓ High reliability in all weather conditions;
- ✓ Automatic system of counting the passing vehicle;
- ✓ Continuous compensation of frequency deviations in order to eliminate external effects;
- ✓ Vehicle registration and classification in both directions;
- ✓ Communication possibilities : TCP/IP, emergency/SOS system line, Wi-Fi, radio;
- ✓ Data can be easily exported to MS Office EXCEL.

Intellectual Property Rights: Patent is granted.

## Biotech, Pharma and Cosmetics Sector Group

**Beauty from the nature - face, body and hair care.**  
**(BCD Ref: 20120523028)**

**The Polish manufacturer, well-known as a natural cosmetics laboratory, has won the recognition of customers who value innovations and quality of natural cosmetics.**



Through 15 years of hard but fruitful work of the company, supported by scientific advisers and specialists, the cosmetics market has been enriched by nearly 180 new products with wide range of application purposes – face care, body care, hair care. The creation of the well-known cosmetic products was inspired by inexhaustible potential of herbs – the best source of beauty. These products gained recognition on the markets of Poland, the USA., Canada, Ukraine, Czech Republic, Norway and others. The company combines the latest achievements of cosmetology and the nourishing properties of natural vegetable ingredients. The high efficiency of products has been confirmed by a number of applicative researches, permanent cooperation with outstanding dermatologists and many precious awards. The company has implemented quality management system in designing, production management and selling cosmetic products. It is confirmed that DIN EN ISO 9001:2000 norm requirements have been met.

The company is looking for wholesalers, distributors, agents all over the world and also is interested in subcontracting activity (based on production facility).

Main advantages the company could offer to a potential partner:

- ✓ Commercial success and fine reputation in Poland and abroad prove the legitimacy of the company's development
- ✓ Newest achievements and discoveries of modern dermatology and cosmetology
- ✓ The application of natural ingredients, which preserve beauty
- ✓ Numerous awards and Honorable Mentions

**Full palette of cosmetics with ozone for your skin.  
(BCD Ref: 20111202017)**

**A Polish SME offers cosmetics with ozone (soaps, shampoos, body oils) with extra virgine oil.**



A company from Malopolska Region offers cosmetics with ozone with its specific features like destroying the harmful microorganisms, protecting various types of skin, help to cure sun burns, inflammations, herpes, should be used for skin changes related to psoriasis, injuries, scratches, excoriations, melanosis and cellulite.

The company is looking for agents, representatives, wholesalers etc.

Main advantages the company could offer to a potential partner:

- ✓ Patent granted for ozone technology in cosmetic use
- ✓ Medical use of ozone cosmetics
- ✓ Cosmetics are environmental friendly
- ✓ Only natural components
- ✓ Engagement in business activity

## Chemicals Sector Group

**Shine your car - Car cosmetics producer looking for cooperation.  
(BCD Ref: 110803007)**

**Polish firm from Malopolska Region, with tradition since 1990, manufacturer of automotive chemistry and cosmetics (washer fluids, shampoos, coolant liquids, special care and maintenance meances, distilled water and fuel addons for automotive applications).**



The company is looking for distributors and wholesalers to sell their products in whole Europe. Also, the firm could be a subcontractor - in this case, it could produce products and sell them under a trademark of a contractor.

### Main advantages the company could offer to a potential partner:

- ✓ Well branded products in car chemistry/car cosmetics sector
- ✓ Lot of packing possibilities (from 1 liter up to 1 thousand liters)
- ✓ Own quality control lab
- ✓ Own transportation system with 5 lorry vehicles, able to get in every place in Poland in 24h and 48h in Europe, with possibility of self unloading up to 33 euro-pallets.

**Professional cleaning products designed for use in public buildings.**

**(BCD Ref: 20120402009)**

**A Polish manufacturer of soap and detergents, cleaning and polishing preparations, and big range of chemical products that cover all the cleaning professional needs is looking for partners and distributors in the EU countries.**



This company develops professional cleaning products designed for use in public buildings such as hospitals, hotels, industrial buildings, office buildings, ect. The company's main product range include: cleaning chemistry like: soaps, detergents, cleaning preparations: for cleaning windows and glass, for cleaning furniture, for cleaning and disinfection sanitation equipment, washing-up liquid, antibacterial soaps, washing and cleaning products to clean and maintain all kind of surfaces. Company offers a big range of products that cover all the cleaning professional needs.

The company's product range includes chemical cleaning products for households as well as washing and cleaning products for food and beverage industry (detergents, soaps, stain removers, cleaning preparations, toilet sanitary products, etc.). The company is interested in finding the partners for trade intermediary services for increasing capacities and reaching new markets. The company would like to find distributors and recipients of their products in EU countries.

Main advantages the company could offer to a potential partner:

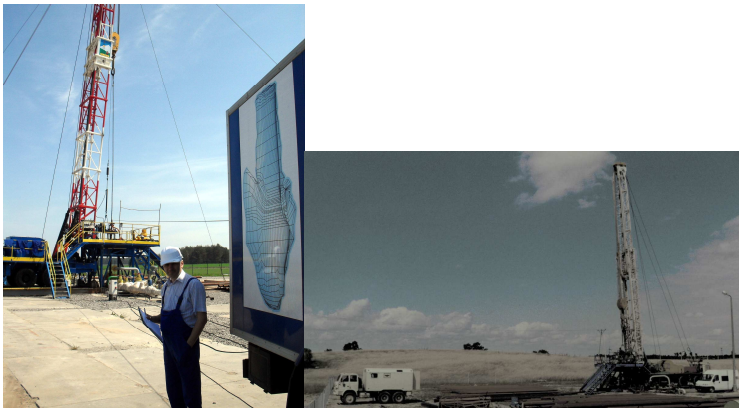
- ✓ The company still implements the newer products and also has the ability to quickly launch a new production line of the new product.

## **Environment Sector Group**

**Echometric survey of the shape and dimensions of underground caverns.**

**(BBS TO Ref: 12 PL 64BD 3P82)**

**Polish company, located in southern part of the country, with a many years experience in international co-operation and own patented solutions, offers unique sonar measurement of salt caverns and underground caverns filled with liquid or gas.**



This technology makes possible a survey of space which is "invisible" when the cavern is measured only in the horizontal plane and the temperature profile in the cavern is also recorded. The sonar tool with a rotating and tilting head is equipped with magnetostriction transducer, a tool for geographical magnetic



orientation and temperature sensor. The complete surveying set includes: truck with hoist for special cable and equipment, sonar tool with tilting head, control desk managing all sonar tool function, calibration sonar tool and digital recorder for ultrasound impulses, and travelling time. The survey documentation includes shape and size, horizontal cross-sections, vertical cross-sections, temperature diagram, speed of ultrasound in measured diagram. Due to the staff's experience and skills in measuring, as well as up-to-date equipment and specialized software the survey documentation may be delivered to the customers within 24 hours from the completing the survey.

The company is looking for a new partners all over the world, to offer technical cooperation or enter into commercial agreement with technical assistance.

Main advantages the company could offer to a potential partner:

- ✓ The sonar tool's construction makes it possible to perform surveys up to depths of 2000 m.
- ✓ The maximum measurable distance in brine is equal to 180 m, with an accuracy of 0,2 m.
- ✓ The survey documents include shape and size, horizontal cross-sections, vertical cross-sections, temperature diagram, speed of ultrasound in measured diagram.
- ✓ Sonar tool control, interpretation of survey results, visualization and analysis are made using a special software package – the software is regularly updated and modified according to the specifics needs.
- ✓ The survey documentation may be delivered to the customers within 24 hours from the completing the survey.

Intellectual Property Rights: Patent is granted.

**Rainwater treatment technology for human consumption.  
(BBS TR Ref: 12 PL 64BD 3P5F)**

**Small industrial company from South Poland is involved in the project, which aims to purify rainwater for human consumption.**

The company together with the scientific staff of Krakow, formed the project of development and transformation of the terraces in residential buildings in the so-called 'Green gardens'. Rainwater collected from the roofs of houses and local institutions can make an important contribution to the availability of drinking water. However, the roof rainwater may not be potable and may require treatment before consumption. The company uses its expertise of rainwater and storm water treatment. Current technology used by the company allows the purification of all such water for process purposes. At the same time solutions existing on the market concern the huge sewage treatment plants or are the technologies of rainwater recovery, but only for economic purposes, and are not entirely suitable for small installations.

Rainwater treatment technology should take into account different sanitary requirements. Technology should deal with bacteria, protozoa, fungi, etc. Additional advantage of new technology is possibility of using this technology for treatment of groundwater for human consumption, as well as storage of rainwater in order to reduce costs in households.

The company is looking for foreign partners for license agreement, technical cooperation, commerce agreement with technical assistance or joint venture.

**Specific technical requirements of the request:**

- ✓ Removal of suspended solids and organic (water biologically and chemically pure, with no bacteria, viruses, fungi, protozoa),
- ✓ Water with no smell,
- ✓ No detectable taste/flavor,
- ✓ Water clear and transparent.

**Simple and easy method of recycling of plastics bottles, which results in unique products which are drainage plates.  
(BCD Ref: 20120330011)**

**A Polish company in cooperation with Cracow University of Technology has developed a simple and easy method of recycling of plastics liquid containers / bottles.**



As a result of recycling they receive a unique products which are drainage plates that have unusual properties. Composite materials are produced from grinded bottles and glue. Grinded bottle flakes are mixed with a binders and obtained composition is subjected to pressing in molds. This solution has been awarded with gold and silver medals at international exhibitions of inventions and innovative technologies in: Brussels, Gdansk, Nuremberg, Moscow and Geneva. The company is looking for partners from EU countries. Polish firm offers subcontracting - is able to produce any number of drainage plates according to client request.

Polish company is also looking for a distributor for drainage plates. There is also possibility for a reciprocal production with potential partner.

## ICT Industry & Services Sector Group

**Polish SME focused on provisioning of R&D services, offers support in development in the field of multidisciplinary solutions based on sensor systems, embedded platforms, wireless data transmission and customized operating systems.  
(BCD Ref: 20120511021)**

**Polish SME highly focused on provisioning of R&D services in the field of metrology (sensor solutions), software engineering, operating system optimization, embedded systems for industrial applications, and wireless data solutions (also mobile). Offered support includes assistance in problem definition, solution design, prototyping, testing and knowledge transfer. A company has a proven record of delivery in publicly funded mechanisms under EU 7th Framework Program.**

The range of offered services includes development in the field of: " Sensor solutions covering identification, selection, configuration of measuring solutions including sensors, data conditioning, acquisition and statistical processing " Wireless data transmission interfaces including identification of optimal technology and equipment, development of low level software, integration " Selection and configuration of hardware platforms based on embedded PC architecture, customization of Unix based systems for industrial applications, " Applied software engineering from algorithm definition to commissioning " Customer tailored database design and optimization The services are already proven in the closed and running EC projects in which the company acts as a partner as well as subcontracted RTD. The company offering subcontracting and is looking for joining new projects as well for commercial cooperation with industrial partners requiring specific R&D services.

Main advantages the company could offer to a potential partner:

- ✓ The offered services have been already proved in European Projects under FP7.
- ✓ The competitive pricing coincides with broad and expert skills of researchers and engineers employed in the company.
- ✓ Very good communication skills simplify and facilitate knowledge transfer process.

**Time registration application.  
(BBS TO Ref: 12 PL 64BD 3NVN)**

**Small Polish company developed the perfect time registration application - cross-platform functionality, records time spent on various projects without internet connection, gives output in the form of report in various formats.**

Time registration application is a perfect tool to record time spent on a specific project with the instant output in the form of report. It gives the comfort of more accurate information on the actual work hours with a perfect overview in one chart without filling out any time sheets. That is why it is going to bring up billable hours. Handy for all types of businesses and individuals can be used in every environment because it is simple to use and works anywhere you go with your PC, Mac or Phone, no matter if you are online or offline.

Users will also get other apps for their computers and for the mobiles of their co-workers. Next to this, users have access to our very sufficient website for managing their accounts.

Examples of project features:

- \* set start and ending dates
- \* disable/enable a project
- \* add/remove users to projects
- \* overview of registered time of team members

Examples of reporting features:

- \* simple and complex scheduling (daily, weekly, monthly, and more)
- \* multiple formats (pdf, excel, word, text, csv)
- \* special output for usage with Microsoft Outlook

- \* special output for usage with iCal
- \* filters on what users and projects should appear on the report
- \* even custom made reporting can be requested

The company is mainly looking for the business partners and opportunities to spread out the use of its application via license and joint venture agreements.

Main advantages the company could offer to a potential partner:

- ✓ Very easy and simple to use
- ✓ Individual usage
- ✓ Team usage
- ✓ Desktop apps for Mac and PC
- ✓ Mobile apps for Android, BlackBerry and Symbian
- ✓ Receive your reports automatically via scheduled e-mail
- ✓ Reports in pdf, xls, csv, ics (Outlook calendar), ical
- ✓ Online webchat support
- ✓ Safe encrypted connections
- ✓ Works online and offline
- ✓ Automated reporting and easy to use and not complex client software.
- ✓ The ability to use it on groups
- ✓ Good instruction videos on-line
- ✓ Custom made reporting

Intellectual Property Rights: Know-how belongs to company.

**Polish IT firm looking for cooperation – you'll like IT!**  
**(BCD Ref: 20110823004)**

**A company from South of Poland, Malopolska Region, experts in IT solutions and outsourcing, data processing, webdesing, one of the most innovative enterprise in this sector in Poland is seeking for three types of cooperation:**

1. Looking for intermediary services, agents, representatives and distributors of their services and products;

2. Looking for partners in FP7 for a joint venture cooperation in sector of medical research in data transferring and processing;

3. Offers subcontracting in data processing, mobile solutions, customized software and applications, web portals designing and web community building.

Enterprise offers large, complex, flexible, secure and high quality information management systems for educational institutions, healthcare institutions and the public sector, also specialize in embedded mobile solutions, customized software and applications, web communities and portals, online brand management, including web design, internet marketing and brand identity creation.

Main advantages the company could offer to a potential partner:

- ✓ Customer Centric: enterprise is deeply valuated for customers, listening closely to their needs and developing a unique customized solution for them. They provide comprehensive services at each step of the production process to ensure maximum customer satisfaction,
- ✓ Culture of Excellence: The company believes a culture of excellence is critical to providing the best IT services. They carefully select the best employees and offer them a high performing, stimulating yet enjoyable work environment,
- ✓ Innovation: Enterprise prides itself on creating solutions that exist nowhere else in the world. A goal of their product development is to provide a completely unique solution with no competitors. Their innovativeness is reflected by the customer centricity and customised product offers,
- ✓ Knowledge Management: Firms products are focused on providing their customers with the best solution for knowledge management.

**Professional outsourcing of the IT remote system.  
(BCD Ref: 20120109001)**

**A Polish company develops customers and its own projects - the main focus of the company is outsourcing of the IT Remote System Administration, Development, Programming and**

**Maintenance, Website Development, Mysql/Postgresql Databases, Mobile app development ios (iphone, ipad), Mobile development android, Mobile development symbian, Mobile development Windows Mobile, Mobile development blackberry, Remote System Administration, New e-business development.**

The company has few projects under development (just few of them): Time registration and management application; Application for testing your talents and comparing talents of groups of people to create an ideal team composition; Camp grounds and vacations places website, easily accessible. Upcoming projects concern European portals of food industry, tickets appliances, make-up website and martial art.

The company is looking for business partners for development, marketing and financing. Outsourcing services are offered, and joint venture and commercial agreements are also requested forms of cooperation.

Main advantages the company could offer to a potential partner:

- ✓ The best fitted solutions.
- ✓ Individual customers care.
- ✓ High qualified and experienced staff.

## **Intelligent Energy Sector Group**

**Need some power? Polish company could energize You, without any pollution!**  
**(BCD Ref: 20120301020)**

**A growing company from Malopolska Region in Poland, expert in consulting and distributor of renewable energy solutions is looking for agents for intermediary services, recipients, and contractors who need diversify their supply by cheaper and the best-fit solutions in renewable energy sector.**



An enterprise has a great source of cheap and high quality equipment for renewable energy technologies, originating from Europe. Partners are sought in European Countries. Company has a special offer for UK, Switzerland and Netherlands (already established long-term co operation in those countries gives lot of possibilities). The company is dealing with consulting, advisory and wholesale of renewable energy products like: photovoltaic panels (PV) and equipment for their utilization, solar panels and equipment, vertical and horizontal wind turbines and equipment.

Main advantages the company could offer to a potential partner:

Company is able to provide better prices for renewable energy solutions than the same solutions in most of European Countries, especially in UK, Switzerland and Netherlands.

**Bored? Bore a hole! – Polish producer of geotechnical equipment ready for cooperation.**  
**(BCD Ref: 20120221025)**

**A company from South of Poland, Malopolska Region, producer of drilling equipment and instrumentation for geotechnical boreholes is looking for a recipients of their products.**



Perfect partners are enterprises which manage drilling activities - mining, mineral resources, rock materials, geothermal and geotechnical, oil or gas extraction sectors, for a long or mid-term joint ventures or subcontracting in production and supplying of tools. Potential cooperation partners might also been wholesalers of drilling equipment, who are intrested in providing intermediary

services for a Polish products form the drilling branche. Partners are sought in all European countries.

Main products are:

- Drilling Pipes: wire line drill rods, drill rods, reverse circulation drill rods, casings and weights,
- Drilling Tools: carbide coring bits, diamond core bits, reaming shells, PDC drill bits, claw bits, tree wing drag bits, for wing drag bits, roller cone bits, WTU plates, tubular bits, augers
- Drilling accessories: water swivels, flat wrenches, core barrel wrenches, rescue tools like taper taps, overshots, forks, elevators and preventers.

Main advantages the company could offer to a potential partner:

Firm motto is: "Reply to every problem", and treats it very seriously. The company is designing machines and tools, selects them exactly for the conditions and the specific needs of partners - this is their mission in the business. Enterprise is vaunting with the completeness of the offer package in the field of technique and the drilling technology that they present to their Partners.

## Materials Sector Group

**Highly efficient regeneration technology for industrial equipment components.  
(BBS TO Ref: 11 PL 64BD 3M2X)**

**An experienced company from South Poland, after few years of cooperation with Technical University (Institute of Materials Science and Engineering) and with EU programs support, has developed an efficient technology for regeneration of metal elements with great variety.**

This technology relates to engineering surfaces, and its purpose is to introduce competitive products for industry. The technology entered into practical application the 1200 HV hardened layer during

sulphonitriding technology processes. Sulphonitriding process temperature is approximately 550°C, process (depending on thickness of layers) takes about 12 hours. Due to the wide range of problems arising during exploitation of technological equipment - the presented technology can be used in repair, replacement or regeneration of defected parts (as power hydraulics, mechanical components, special tools). Technology can be applied to a huge spectrum of companies from many different business sectors - energy, mining, metallurgy, oil, automotive, food industries, etc. The company philosophy focuses on further technology development. The company is looking for technical cooperation, manufacturing agreement or commercial agreement with technical assistance.

Main advantages the company could offer to a potential partner:

- ✓ Technology introduced excellent abrasion resistant layers on alloy steel, stainless steel or carbon steel, technology entered into practical application the 1200 HV hardened layer during sulphonitriding technology process.
- ✓ Innovation lies in the fact that process can be used on steels, which are not subject to conventional nitriding process.
- ✓ Process can be used to create multiple layers.
- ✓ The new method eliminates the use of expensive alloys and troublesome processes of soldering alloys with steels.
- ✓ Environmental friendly.
- ✓ Applicable for all kinds of components.
- ✓ Applicable for various business sectors.
- ✓ This method is cost-effective.
- ✓ Tested on the market.

**Will give you a solid (casted iron) basis – foundry looking for orders!**

**(BCD Ref: 20111213009)**

**The company from South of Poland, Malopolska Region, with a long traditions and a lot of experiences in iron casting and foundry sector is looking for cooperation.**



The foundry's core business is production of cast iron castings. Enterprise also offers a variety of services including production of cast models, woodworking and, as the only foundry in Poland, it offers cleaning of castings in innovative process on special production line. The company is looking for trade intermediary services in EU, also is interested in Joint Venture in sector of iron casting, could be a subcontractor for main contractors who might be interested in cooperation. The reciprocal production is also taken into account, if foreign companies would like to share the orders.

If the potential client is interested in production of castings up to 3500kg like following:

- Machine tools (turning lathes, grinding machines, electro-erosion machine)
- Cooling devices (compressors)
- Parts for machine tools
- Pump enclosures, reducers
- Parts for individual customers (to custom orders)

The company also offers various types of surface treatment and finish. Extensive selection of laboratory testing allows validation of mechanical properties, chemical composition, micro and macro structures in produced castings.

Main advantages the company could offer to a potential partner:

- casts iron according to EN 1561:1997 norms
- ductile cast iron according to EN 1563:1997 norms

- alloy cast iron
- 60 years of experiences as a faculty of a big mechanical firm
- 105 well-educated and very experienced employees at your service
- fast terms and the highest quality of castings
- materials compatible with orders
- lots of services referring to the sector of activity

**Hot-dip galvanizing, cutting, pressing and bending machine park for rent!**  
**(BCD Ref: 20110810014)**

**Enterprise from South of Poland, Malopolska Region situated nearby south border of the country would like to diversify its production and serve as a manufacturer with its machinery park.**



Company is seeking for contractors in the field like: hot-dip galvanizing, welding, cutting, bending and pressing the steel metal. Since 2006 the company has its own hot-dip galvanizer: 3100 length x 900 width x 2300 depth. Firm is able to serve for foreign enterprises, by offering the highest quality, low prices and fast realization:

- Welding with semi-automatic welders in shield of argon and oxygen mixture,

- Cutting, bending and pressing the steel metal is done on 15 eccentric and hydraulic presses with pressures from 25 to 160 tons.
- Firm disposes of 2 cutters for cutting metal up to 8mm thick, sawing machines for cutting tubes and profiles, drillers, millers and turning lathes.

Main advantages the company could offer to a potential partner:

- About 20 years of experiences in metal working,
- About 30 well-specialized experts in metal production,
- More than 5 years and hundreds of orders made with success in hot-dip galvanizing,
- Localization near south border of Poland,
- Rich machinery park,
- 1600sqm hall free for establishing new production.

**Production and regeneration of industry equipment.  
(BCD Ref: 20110816024)**

**A family-run company located in the southern Poland, specializes in production and regeneration of metal elements of great variety.**

The firm strategy combines the technologically advanced machinery park and qualified staff with over 20 years of experience. On over 1000 sq.m, the professionals work on 15 conventional and CNC machines to deliver the best tailor made metalworking services. The company's offer includes: repair of hydraulic and mechanical components, production of special parts and tools of special purpose, as hydraulic parts, spare parts for transport or industrial equipment. The company has offered its services to a huge spectrum of enterprises from many different sectors - energy, mining, metallurgy, automotive, food, etc. The company continues its cooperation with scientific research institutes and participates in innovation and development projects which guarantees the improvement and use of materials engineering, in particular surface engineering to implement competitive industrial products.

The company is looking for foreign partners to offer its services or products and to work as a subcontractor.

Main advantages the company could offer to a potential partner:

- ✓ 25 years of experience in metalworking services.
- ✓ Highly qualified staff.
- ✓ Advanced machinery park, constantly introducing new technologies.
- ✓ Comprehensive service support.
- ✓ Products 100% adequate to customers' expectation.

Main advantage of drainage plates are:

- ✓ thermal insulating properties,
- ✓ compressive strength,
- ✓ waterproof,
- ✓ atmospheric, biological, chemical corrosion resistance,
- ✓ good thermal insulation material,
- ✓ environmentally friendly product.

**Advanced metalworking services according to customers requirement.**

**(BCD Ref: 20120507046)**

**Polish company located in southern part of country is specialized in processing of metal (metalworking services): laser cutting, bending, welding, etc.**

With almost 20 years of experience the company has created strong business relations with many partners from sectors: automotive, energy, metallurgy, mining. Advanced machinery park contains three laser cutting machines, four press brakes and fifteen welding stations including fully automatic welding stations. The company grows constantly due to qualified staff and upgrading CNC machines. The second factory is being built and is expected to be open in second part of 2013. In order to meet high expectations the firm obtained TUV certificate to prove the highest quality of productions processes and products. The company is cooperating with research institutes

and public universities to increase innovation and broaden its offer for business partners by commercializing competitive products on the market.

The firm is looking for foreign partners from many different sectors (energy, automotive, mining, metallurgy) to work as a subcontractor or offer its service or products. The company focuses on building strong relations with their business partners.

Main advantages the company could offer to a potential partner:

- ✓ Almost 20 years of experience in processing of metal: laser cutting, bending and automatic welding stations.
- ✓ Products are according to customer's requirements.
- ✓ Machinery park is being constantly upgraded.

### **Three-dimensional decoration tiles. (BCD Ref: 20110810023)**

**Small company located in the southern Poland, offers three-dimensional borders as alternative to traditional flat decorations.**



The offer consists of classical, sophisticated and modern patterns. Recently the company manufactures colorful decorations including ones with additional metal or wooden elements. The company offers a palette of a few thousand of colours, gloss and matt surface. Apart of the decorations the company also produces elements for bathroom architecture as columns, washbasins bases and flowerpots.



The company is seeking distributor of its products as well as subcontracting orders among ceramic tiles or interior decoration manufacturers.

Main advantages the company could offer to a potential partner:

- ✓ Vast experience in production.
- ✓ Huge and complete range of products.
- ✓ High quality products in affordable prices.
- ✓ Serious and long-term co-operation.
- ✓ Reliability.
- ✓ ISO certification.

**Coated abrasive joints.**  
**(BCD Ref: 20110902037)**

**A company from South Poland is specialized in distribution of abrasive tools. The company offers highly specialized abrasive tools as well as raw materials for production.**

Thanks to consequently realized commerce strategy, the company was able to achieve position of leader in selling of grinding and polishing materials on the local market. The company does its best to be perceived as a solid partner which delivers only products of highest quality. Commerce experience, position on the market and own storing and transportation facilities allow the company to offer to its customers optimal business conditions. The company is interested in establishing cooperation with producers of abrasive materials and has an experience and ability to represent manufacturers on Polish market.

The company is looking for foreign partners to offer trade intermediary services (as agent, representative, distributor). The company would also like to offer subcontracting/ outsourcing services.

Main advantages the company could offer to a potential partner:

- ✓ An experience and ability to represent manufacturers of abrasive materials on the polish market.

- ✓ Position of leader in selling grinding and polishing materials at local market.
- ✓ Company is able to export abrasive materials to Slovakia and post Soviet Union Republic.
- ✓ Timeliness.
- ✓ Quality.

**New photoinitiators for cationic polymerization processes of monomers.**  
**(BBS TO Ref: 11 PL 64BD 3L00)**

**A Polish research institute of chemical technology developed a series of new diaryliodonium photoinitiators.**

Growing interests in cationic photopolymerization of monomers as a facile, economic and environmentally friendly method for preparation of cross linked polymer coatings generate the need for development of new efficient photoinitiators. The photoinitiators exhibit absorption characteristics compatible with the emission characteristics of medium pressure mercury lamps, which are main sources of UV light in industry. This solves the technological problem related to poor match between absorption characteristics of commercial photoinitiators and the emission characteristics of industrial UV light sources. The institute seeks partners interested to test this process.

Innovations and advantages of the offer:

- ✓ Excellent user properties of the presented initiators come from their very good solubility in monomers and long term stability under ambient storage conditions.
- ✓ Competitiveness of the newly developed photoinitiators, relative to the photoinitiators used to-date, results from excellent match of their absorption characteristics to emission characteristics of UV light sources used in industry.

- ✓ The newly developed photoinitiators show better absorption of UV light at 365 nm, emitted by medium-pressure mercury lamps, what enables more efficient use of the energy of these economical UV light sources, and consecutively, increase of the photopolymerization rate of vinyl ethers and ring-opening cationic polymerization of cycloaliphatic epoxides.

## **Services and Retail Sector Group**

### **Advertisement agency offers its professional services. (BCD Ref: 201205100016)**

**An experienced and professional small Polish advertising agency, located in southern part of the country, has been active in the field of advertising for years.**

The company is specialized in print design (catalogues, brochures, conference materials, calendars, etc.); provides holistic printing services concerning different kind of publication (books, albums, periodicals, etc). The agency have also successfully completed numerous projects concerning indoor and outdoor branding. As a part of our complex service they offer printing on any surface, in every possible technology there is, i.e. banners, posters, meshes (installation system and service included).

The company is looking for international business partners who are in need of printing and service activities related to printing for promotion materials to offer its services and work as a subcontractor.

#### **Main advantages the company could offer to a potential partner:**

- ✓ Individual customers care.
- ✓ High qualified and experienced staff.
- ✓ Timeliness.

**Financial and consulting services**  
**(BCD Ref: 20110304013)**

A Polish company is specialized in financial statements analysis, consultancy in the fields of organization and information technology of accountancy, economic & financial surveys and expert opinions, applications for credits and EU subsidies, business plans - plans of economic enterprises. The company has a wide experience - cooperates with more than 200 companies and institutions in Poland and perform services for foreign clients for example from Italian, Spanish, French, German, Czech or Israel markets. The company has developed an innovative "one-door" financial services which include the complete financial management issues as well as personal, legal advises for companies operating in various branches. The "one-door" services are: audit - to implement standards and rules, accountancy - one-on-one resources and superior response, consulting services - a broad range of management services and legal services - taxation and foreign exchange support. The company is seeking partners for cooperation in all mentioned areas. The company offers its trade intermediary services or subcontracting activity and helps to enter Polish market to foreign partners.

Polish company is seeking partners from all European countries to offer its consulting trade intermediary services and subcontracting activities. The company offer consists of: financial statements analysis, consultancy in the fields of organization and information technology of accountancy, economic & financial surveys and expert opinions, applications for credits and EU subsidies, business plans - plans of economic enterprises. The company provides "one-door" financial services, which include the complete financial management issues as well as personal, legal advises for companies operating in various branches: legal advisory by solving tax, administration and property related problems as well as a comprehensive accounting service as a part of their offer consists of conducting the sales ledger, full accounting, personnel and wage control. The company is seeking partners intending to invest in developing their business activity on the Polish market in the future.

Advantages of the offer:

- "one door" services what means full spectrum of financial and consulting support to the client,
- significant time savings,
- services based on different fields,
- services which are link between the needs of our customers and requirements of the banks and other financial institutions,
- all the services are supported by the experienced legal advisor,
- possibility of accounting IT solutions and Integrated Management Systems implementation,
- surveys and studies prepared basing both on the internal (managerial) approach and on the external approach (addressing the needs of the banks, investors, public institutions and other).

**Translation services for almost all world languages in every possible combination  
(BCD Ref: 20120214005)**

A Polish specialist translation agency with substantial experience in professional translation in various industries is looking for subcontracting cooperation with European companies and organizations which require translating services.

A Polish company is a major translation agency in Kraków, processing thousands of orders for Polish and international clients. With substantial experience in professional translation, localization and desktop publishing, company has come to be associated with service excellence, high quality translations and outstanding value. Their attractive prices and flexible approach to agency clients requirements are reflected in a continuously increasing number of orders that agency has been entrusted with. Agency offers translation services for almost all world languages in every possible combination. The translation agency is looking for subcontracting cooperation with European companies and organizations which require translating services.

Main advantages the company could offer to a potential partner:

Company experience in translation projects is broad, varied, and spans a vast range of industries. Translation agency have handled translation projects big and small, constantly gaining experience from working with a multitude of internal and international companies along the way. A Polish agency provide translation services in the following areas: technical, automotive, medical, financial, IT, legal, marketing and others. Because the agency aim for a better understanding of their partners' priorities, company is constantly working to improve their standards. They have proved many times that the services they provide are truly of the highest possible quality. They have been awarded the ISO 9001:2008 certificate, attesting to the fact that company numbers among those elite translation agencies who meet the highest of world standards.

**Consider it done, we'll check it properly for you! Geotechnics is our favorite!**  
**(BCD Ref: 20120403008)**

**The company from South of Poland, Malopolska Region, experts in geological and geotechnical engineering and advisory is looking for joint venture cooperation and offers subcontracting services.**

The firm is a private consulting and research center in geological (geotechnic, geology, hydrogeology) engineering. They are able to manage every kind of orders related to the main core of the activity e.g.: geotechnical and geological projects and research, pile building and engineering construction foundation projects, pile load and quality testing, stability of slope analysis projects. Enterprise is one of the independent technical opinion advisors in Poland. This kind of opinions are very desirable in architectural, engineering and construction sectors.

Main advantages the company could offer to a potential partner:

- ✓ quality of service is based on the knowledge (crew in PhD degree) and experience in designing and implementing solutions in the field of geotechnics and geology,
- ✓ operating always accordingly to the requirements of the current legislation, relevant standards and executive specifications,
- ✓ using innovative technology in research works and create better standards of organizing the building construction, which directly affects the quality of the entire implementation process.

**Your furniture door frighten your child, when closing loud?  
Polish developer of silent furniture closing system could solve  
your problem.  
(BCD Ref: 20110803015)**

**Small family-based enterprise from South of Poland, Malopolska Region, have developed whole system for silent and gentle furniture door and roller guide closing.**



Firm is looking for distributors of their products in Europe, who might be interested in establishing long term cooperation. The best will be wholesalers in furniture production sector, furniture producers.

Main advantages the company could offer to a potential partner:

- ✓ Almost unlimited size of orders (huge warehouse stock)
- ✓ Fast realization of orders with courier shipping,
- ✓ Competitive prices.

## Sustainable Construction Sector Group

**Polymer modified bitumen emulsion as a finishing layer for roads, bridges, car parking.  
(BBS TR Ref: 11 PL 64BD 3MEW )**

**An enterprise from South Poland operating in building and construction sector and specializing in: corrosion protecting of concrete surfaces, waterproofing protection, bitumen, modular or block expansion joints and construction work on roads, bridges, viaducts, parking - is looking for an innovative, high-advanced technology emulsion used as a surface dressing on asphalt or concrete.**

The required emulsion should be a bitumen or asphalt cationic emulsion modified with polymers. The system is used as a surface dressing on asphalt or concrete for trafficked areas such as roads, road crossings, parking garages, bicycle paths, footpaths, ramps, viaducts, bridges. The emulsion must prevent water ingress and fluctuating ambient temperatures. It should be skid resistant and durable. To provide superior aesthetic effect the coloured emulsions would be appreciated.

The company wants to improve its process of construction bridges, roads, sidewalks, broaden the range of existing products and services.

Specific technical requirements of the request:

- ✓ Binder specifications
  - binder content ca. 60%
  - viscosity BTA in 20°C 5-10 sec.
  - adhesion to aggregate – basalt, granite, dolomite, porphyry
  - density ca. 1000 kg/m<sup>3</sup>
- ✓ After drying properties
  - elasticity (ASTM D412) in 20°C >2000%, in 0°C >500%, in -5°C >100%
  - cohesion in -15°C ca. 95%, in 60°C 100%



- ✓ System properties
  - water vapour permeability DIN 52615 ca. 1,5g/m<sup>2</sup>/24 hours
  - static tension in 20°C 0,26 N/mm<sup>2</sup>
  - weld strength in 10°C >1 N/mm<sup>2</sup>
  - minimal surface relaxation (basalt aggregate) in 20°C 1,5%,  
in 0°C 1,5%, in -10°C 1,9%

**Elastomeric expansion joints for bridges and viaducts.  
(BCD Ref: 20110829009)**

**Polish enterprise operates in civil construction sector and specializes in development of services for construction industry as: bridges, viaducts, roads, tunnels.**

The company has a wealth experience in the installation of joints for bridges. The company's objective has always been to offer products of the highest quality, introducing the latest innovations in the sector and adapting to the needs of customers. The company would like to expand its offer and to gain a manufacturer of elastomeric expansion joints with steel insert. Well behaved system should provide quick installation, adaptability to the most complicated geometry on the ground plan, safety, convenience, total impermeability, ease of repair or re-growth with a minimum impact on traffic.

The company would like to establish cooperation with experienced partner from Europe, especially from Italy, Spain, United Kingdom, France, however all suppliers will be appreciated. The company's objective is to use expansion joints in its own construction work and also offers trade intermediary services (as agent, representative, distributor).

Main advantages the company could offer to a potential partner:

- ✓ Over 15 years of stable activity in bridge construction industry.
- ✓ Wealth experience in the installation of joints for bridges.
- ✓ Operating across all country.

**Steel and welding - integrated services for complex construction, renovation service and maintenance of industrial properties.  
(BCD Ref: 20120511027)**

**Medium-sized, competent company located in the Southern Poland, founded in 1991, created strong business relations with many partners from sectors power engineering, fodder industry, sand and aggregate industry, glass recycling all over the world. The company delivers integrated services for complex construction, renovation service and maintenance of industrial properties.**



Main activity of the company concentrate on POWER ENGINEERING - delivery and assemble stacks, silos and accompanying elements in power stations, paper mills etc.; FODDER INDUSTRY - delivery and assemble fodder mills (mills, silos, dryers); SAND AND AGGREGATE INDUSTRY - set up complete assembly lines for sand and stone processing; GLASS RECYCLING - assemble complete glass processing lines; INDUSTRIAL CONSTRUCTION - delivery, complementing and assembly of commercial and public service properties, such as depots, bridges, industrial structures, sports stadiums, pipelines and industrial lines. The company workshop carries out various types of steel structures (sheds, workshops, etc.), gates and fences, furniture for workshops, technical tents, containers, any other items made of steel for individual request and offers a full range of welding services, turning services, locksmith services, electrical installations, CNC plasma cutting, industrial automation.

The company offers subcontracting activities and is looking for trade intermediary partners all over the world.

Main advantages the company could offer to a potential partner:

- ✓ Over 20 years of experience in steel constructions and industrial constructions.
- ✓ Providing high quality services on time every time.
- ✓ References from satisfied partners.
- ✓ Highly qualified staff.

**Join successful property developer for a new project in the heart of Krakow.  
(BCD Ref: 20120514025)**

**A family-run Polish company, with over 25 years of experience, located in southern part of country has been active in the construction industry as a property/real estate developer.**



This business encompassing activities that range from the purchase of raw land and the sale of improved land or parcels to others to the renovation, insulation and re-lease of existing buildings and apartments (buy land, finance real estate deals, build or have builders build projects, create, imagine, control and orchestrate the process of development from the beginning to end). The company successfully

provides the local market with building materials, as well. The company has created strong business relations with many regional partners and work with many different counterparts along each step of this process, including architects, city planners, engineers, surveyors, inspectors, contractors, leasing agents and more. In 2013 the company intends to develop residential building of about 3500 m2 in a residential district in Krakow city.

The company is looking for business partners from European and overseas markets for joint venture, particularly joint financing development investment, however it is also interesting to work as a subcontractor and offer service or products to foreign investors.

Main advantages the company could offer to a potential partner:

- ✓ Over 25 years of experience in property development.
- ✓ Providing high quality services on time, every time.
- ✓ Successfully completed numerous projects concerning property development.

**Clay building products - plasters and paints.**  
**(BBS TR Ref: 11 PL 64BD 3MQR )**

**Enterprise located in South Poland with stable activity in civil engineering and house construction is looking for a manufacturer of innovative and environmentally friendly clay building products, in particular plasters and paints.**

Healthy living in pollution free buildings is a further need of our time. Clay, in contrast to currently used mineral building and finishing materials, is natural, vapor permeable, it does not cause allergies and creates microclimate and warm, pleasant atmosphere in living spaces.

Enterprise located in South Poland with stable activity in civil engineering and housing construction wants to expand its activities and introduce to the Polish market innovation and environmental friendly clay building products, in particular clay plasters and clay paints. Currently Polish enterprise works under development of the project “houses made of clay”.

The company seeks partner for commercial agreement with technical assistance, license agreement or joint-venture agreement.

Specific technical requirements of the request:

- ✓ Fields of applications:  
Light partition walls, insulated facing formworks in solid building constructions, bearing element for wall heating systems, planking of ceilings, decorative interior finishes and all absorbent surfaces.
- ✓ Properties specification:  
vapour-permeable, high thermal capacity, humidity regulating, abrasion resistant, naturally or various coloured consisting of natural materials, easy processing with common electrical tools for stone or wood, composted and recycled to 100%, already tested on the market, certification according to EU standards.

**Economical dual-fireplace cauldron to heat houses.  
(BBS TO Ref: 11 PL 64BD 3KZU)**

**A small company from southern Poland has developed economical dual-fireplace cauldron to heat houses. The presented dual-fireplace can be installed in any houses, buildings, in any surfaces conditions and is money-saving. In addition, for the most demanding clients, it is manufactured of steel welded solid fuel-fired cauldrons which rates comfort and convenience.**

Double-fireplaces model of heating boiler consists of automatic retort burner with screw feeder from system tray and traditional fireplace chamber that allows to burn a lot of kind of solid fuels. The presented product is a steel construction, welded of the plates of metal of the thickness of 6-8 mm. It is equipped with a water grid. The channels of secondary air increase its energetic efficiency, decrease the emission of exhaust gases and enable upper burning of sawdust, straw and wastes. Small dimensions allow to install the boiler even in low, thick rooms. Strengthened construction and

expanded water shell cause high efficiency of the boiler, which is confirmed by a certificate. The boiler is provided in two versions of equipment: the standard one and with a controller. The controller assures regulation of efficiency of the fan, which enables its adjustment to the kind of used fuel.

The company is seeking partners for further technology development, joint venture, license and commercial agreements with technical assistance.

Main advantages the company could offer to a potential partner:

- ✓ Minimal system service – once a week refueling the fuel tray (up to 280kg fuel system tray in 25kW boiler)
- ✓ Modern acclimatization system, that cooperates with expanded central heating systems and usable heat water systems,
- ✓ Additional water grid, which allows to burn different types of fuels than only a eco-coal.
- ✓ Suitable fireplace' chamber.
- ✓ Possibility of manual control in case of current down – option of draft regulator.
- ✓ Powder-coated housings with new ergonomic design.

Intellectual Property Rights: Company know-how.

**Open the window for your cooperation – PVC joinery leader producer looks for partners abroad.  
(BCD Ref: 20111229010)**

**The company from South of Poland, Malopolska Region, the leading manufacturer of pvc, wooden and aluminum joinery like doors, windows, gates or custom solutions for specific buildings, seeks for recipients of these products in Europe.**

The Enterprise would like to enlarge the sales network by finding trade intermediaries, distributors or agents - the company's brand-name is one of the best-known in Poland. The enterprise would also like to produce assortment for European SME involved in finishing

buildings - especially for companies which instal windows (and whole hole joinery) in new buildings for individual or regular orders. In this case the Joint Venture would be preferred. The enterprise can offer subcontracting in the matter of alumin constructions assembling and powder painting as well.

The company core activity is production of wide assortment of hole joinery, made of pvc, wood and aluminum like: windows, doors, gates, custom solutions for specific building holes (large windows, glass-made buildings etc.), full joinery assortment for installation. Firm also provide services like: assembling aluminum constructions, painting of aluminum and steel profiles, veneering of PVC and aluminum profiles.

Main advantages the company could offer to a potential partner:

- ✓ one of the best brands in Polish pvc window market
- ✓ well-known brand in Europe
- ✓ over 25 years of experience
- ✓ hundreds of thousands orders already done, lots of custom and special orders
- ✓ rich machinery park
- ✓ over 13500 square meters of production surface

**Industrial gas alarm.**  
**(BBS TO Ref: 11 PL 64BD 3LLB)**

**A small company from Poland has developed an industrial gas alarm device with remote central-unit control.**

The industrial gas alarm is an innovative device for diagnostic system of gas leakage. The device is distributed within the protected area and can be connected to a PC. The device has the ability to monitor up to 8 gas detectors or other sensors remotely, distributed controllers are also used as local monitors to provide an affective danger warning to staff. In keeping with the multi-system philosophy, scalable modular device, control units can be interconnected to form a distributed network. Individual control units act as process supervisor as well as warning users of the state of

equipment under their control in pre-selected areas. Apart from the network mode, each controllers can work independently ensuring uninterrupted system uptime in the event of a power outage or communication failure.

The company is seeking partners for further technology development in new market including collaboration agreement inclusive technical support.

Main advantages the company could offer to a potential partner:

- ✓ Tested and available on the market for a low -price.
- ✓ Easy to adopt in all conditions, for example: buildings, garages, grounds, etc.
- ✓ Comfortable - automatic alarm for leakage of gas can be installed inside /outside tube.
- ✓ High security - 100% automatic warning.
- ✓ Ecological & economical - takes up less energy by up to 30% in comparison with brands ' products, low cost of exploitations.
- ✓ Remote controlling - no wires.

Intellectual Property Rights: Know-how belongs to company.

**The warning gas detector product for leak of gasses.  
(BBS TO Ref: 11 PL 64BD 3K9P)**

**A Polish firm has developed a gas detector product, which provides rapid warning about leak of gas commonly used for determining CO<sub>2</sub>/LPG and gasses in buildings, technology, processes, etc. It can be installed easily in automobile products, garages, building industry or other industries where the gas leakage detector is required due to the security reason. Furthermore, gas detector is tested and applied in market.**

Gas detector finds application in a wide range of scientific and technical fields, domestic products. Gas detectors are commonly used to determine the component gasses in auto mobile exhaust so as to measure the effectiveness of pollution control devices. Gas



detection devices are also used for a variety of applications in oil-well drilling technology. A gas detector generally comprises a sensor mounted on the ceiling to detect existence of the gas. When the sensor detects that the gas concentration in a site such as the house or the like exceeds a predetermined limit, the gas safety detector emits an alarm signals. Infra-red gas sensors have been widely used for either detecting the presence of a gas or measuring the concentration of a gas in a particular environment. Infra-red gas sensors are based on the principle of the selective absorption of infra-red radiation by gases. Infra-red gas sensors generally comprise one or more radiation sources, such as thermal radiators, one or more absorption sections, wavelength-selecting elements and one or more radiation detectors, which convert the optical signal into an electrical measurement signal. Pulsed discharge detectors ionize a discharge gas in a chamber to produce photons, introduce a sample gas to be tested and measure ionization currents of electrons produced from interaction of the photons with the sample gas. Gas detectors which operate and monitor gas concentrations in a fixed location are known in the industry as point detectors.

Partners for developing new product or in commercial aspects are sought.

Main advantages the company could offer to a potential partner:

- ✓ New modern design;
- ✓ Increased security;
- ✓ Gas leak alert;
- ✓ Low-cost of exploitations;
- ✓ Environmental friendly.

**Intelligent integrator of all electric systems in a building.  
(BBS TO Ref: 11 PL 64BD 3KQP)**

**A small company from southern Poland has developed an automatic integrator system for all electric systems in buildings. The fully automatic system was developed to increase comfort of life as well as to minimize costs of electricity. The company is seeking partners for further technology development and new**

**market application. The offered collaboration includes technical support.**

Offered system integrates all electric systems in a building such as central heating, air-conditioning, ventilation, lighting as well as alarm and access control. The system constitutes a single effectively operating structure aimed at safety and comfort of the residents. Thanks to cable-free electronics and remote-controlled software it is possible to manage energy in a way tailored to the individual needs. The offered system allows to integrate all household electric devices in such a way that it only takes a single movement of the hand to change an intensity of lighting in the room, pull down or up the blinds, regulate the room temperature. In addition, the option of on-line control, intelligent system guarantees that, even on returning home following a long journey you will get the impression as though you never really left it.

The possible areas of usage of integrated system are extensive and the company is looking for partners interested in developing system in a building on their own market as a distributor, producer or partner.

Main advantages the company could offer to a potential partner:

- ✓ Easy to handle - no wires.
- ✓ Flexible - ready for extension and modification at any time.
- ✓ Convenient - automatic adjustment of the house parameters according to your personal requirements.
- ✓ Safe - Potential problems are identified at an early stage and immediately communicated by email or text message.
- ✓ Ecological & economical - the system allows to reduce energy consumption by up to 30%.

Intellectual Property Rights: Exclusive rights belongs to company.

## Tourism and Cultural Heritage Sector Group

**Elegant and comfortable situated Boutique Aparthotel invites residential and business clients.  
(BCD Ref: 20120511002)**

**New, elegant Boutique Aparthotel, comfortable situated in the real heart of Krakow, providing apartments for short or medium term rent and supplementary services like tour guiding, trip organizations invites residential and business clients.**



Aparthotel, operating 8 luxury boutique rooms (standard rooms and suite), rooms are equipped with king / queen size beds. There is possibility for up to 4 persons / room accommodation. Rooms equipped with its own, fully fitted, kitchen corner, plasma TV, bathroom with shower. On demand there is also breakfast opportunity for bed & breakfast type of services. Aparthotel is located in Old Town, 100 meters from Main Market on the street leading from Main Market to Wawel Castle. There are also available additional services like trip organization and tour guiding in Krakow, Wieliczka Salt Mine, Auswitz, etc.

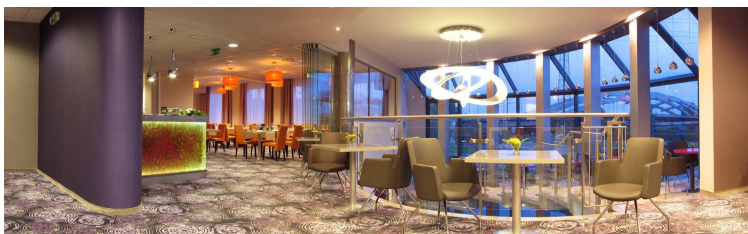
The company is interested in establishing long lasting cooperation with travel agencies from all over the world as representatives and offers subcontracting activities.

Main advantages the company could offer to a potential partner:

- ✓ High qualified and professional staff.
- ✓ Comfortable accommodation.
- ✓ Individual customers care.

**The 4\* Hotel where you feel a touch of luxury.  
(BCD Ref: 20120516005)**

**The company from South Poland invites to the luxury and modern 4\* Hotel, which is a brand new establishment located in the Krakow city centre near the river Vistula, the Old Town and Kazimierz Jewish District.**



The Hotel offer includes 205 rooms of various sizes and categories, a conference centre to accommodate up to 500 people, a conservatory for 300 people, restaurant for 250 guests, and WELLNESS featuring an indoor swimming pool, Jacuzzi, dry & steam saunas, massage cabinets and fitness room, medical cabinet and hairdresser. The Hotel staff has made every effort to ensure that all guests will enjoy the comfort and safety of stay. Apart from Standard and Business

Class rooms or Suites, the Hotel offers specially designed rooms for families. The amenities are available to the disabled. For those who come by car there are underground and outdoor car parks. The local tours and tourist information is available in the Hotel.

The company wants to offer its conference facilities and invite business clients and tourists interested in comfortable stay. The company is highly interested in establishing business relation with foreign partners willing to make trade intermediary services.

Main advantages the company could offer to a potential partner:

- ✓ High level of business & leisure accommodation.
- ✓ Exhibition area.
- ✓ One of the biggest & modern conference-banquet center in Krakow.
- ✓ International cuisine.
- ✓ Recreational area with swimming-pool, Jacuzzi, steam & dry saunas, fitness room and massage cabinets, medical cabinets and hairdresser.

**The cosy Hotel & SPA - a true oasis of tranquility and relaxation in Krakow city.**  
**(BCD Ref: 201200525011)**

**The Hotel & SPA from Kraków /Southern Poland/, located in a picturesque old park is a refuge from the noise and everyday problems, offering quietude, care for beautiful and healthy body as well as peaceful frame of mind.**



The hotel offers a wide range of services as: \*ACCOMMODATION in 31 luxury rooms and apartments where 60 guests can rest in comfortable conditions; \*RESTAURANT offers a light menu inspired by Asian spa tradition, traditional Polish dishes, fish & seafood as well as Mediterranean cuisine and in the evenings in the tasteful interiors guests find a well-stocked bar, with the glow of the buzzing fireplace; \*BARBECUE PARTY at the grill gazebo for warm days of spring, summer and autumn; \*WELLNESS AND SPA has been designed in line with the Chinese Feng Shui principles. The furniture was hand-made by the artists on the island of Bali, it is here where the Indonesian therapists, the graduates from the best schools of massage and natural therapy on the island of Bali take care of your body, mind and soul, what is supported by the modern achievements of cosmetology, spectacular treatment of products of the best brands in the world, as well as the healing power of crystal clear water from the source surging in the park; \*CONFERENCES tailored for every type of event taking place in 2 conference rooms dedicated for 65 participants, barbecue forest gazebo, summer garden, restaurant, spa, etc.

The Hotel is looking for agents all over the world .

Main advantages the company could offer to a potential partner:

- ✓ Cosy accommodation in luxury rooms.
- ✓ Tasteful restaurant – Asian, Mediterranean, Polish cuisine.
- ✓ Certificated Wellness and Spa.
- ✓ Comfortable and full-serviced conference area.
- ✓ Location near city center.

**One of the biggest Tour Operator in South Poland attracts customers' attention to the assortment of offers available.**

**(BCD Ref: 20120516015)**

**The expanding Travel & Tourist Agency located in Krakow, since 1989 has always been active in the field of foreign travel and since 1992 – inbound. Being one of the most recognized brand and one of the biggest tour operator in South Poland,**

**Malopolska Strict – the company would likes to attract customers’ attention to the assortment of offers available.**



The Agency organizes: tour of Krakow by 'MELEX' - electric cars, equipped with audio-guide system in 10 foreign languages, local tours and excursions, regular and special organized tours to the Wieliczka Salt Mine, Auschwitz-Birkenau Museum, Zakopane, Ojcowski National Park and many other tourist attractions in the closest and farther neighborhood of Krakow, tours to the most popular cities and tourist locations in Poland and advise the best cultural events – theatre, show, concert, etc. The Tourist Agency offers its own 'TRAM-CAFE' - the only still operating monumental tram in Krakow, equipped with the coffe bar inside, TWO 3\* HOTELS and guest rooms located just around the Main Square, few minutes walking from the oldest part of the city, 3\* PENSION WILLA Kluszkowce in Pieniny Mountains - just-tens kilometers from Zakopane, ca. 10min from Czorsztyn -Skiing Area and directly on the Czorsztyn lake-shore, NEW 4\* HOTEL in the centre of Krakow, just next to the Vistula River-side, whose

embankments provide wide walking paths along the river bank that lead to the Wawel Castle. In addition the Agency offers over then 35 luxury coaches, buses and mini-buses which are managed and operated by their own Transport Department, airport transfers, short trips, excursions, cruise lines, regular tours throughout Europe and scheduled for major European cities.

The company is looking for a partners in order to develop activity on new markets and gain new clients from abroad interested in spending comfortable time in the one of the most attractive region in Poland.

Main advantages the company could offer to a potential partner:

- ✓ Experienced and qualified crew.
- ✓ Professional knowledge.
- ✓ Own hotels and pension
- ✓ Own offices.
- ✓ Own buses.
- ✓ 20 years of experience.
- ✓ Good relationships with partners in Poland and Europe.

**Experienced Polish company operating in incoming and outgoing tourism is going to develop on new markets.  
(BCD Ref: 20120511007)**

**A family-run company from Krakow, established in 1993 is operating in incoming and outgoing tourism.**

As a relatively small company they specialize in personalized offers. In the area of incoming tourism they cooperate with many European countries, serving an average of 5,000 tourists per year. The core outgoing tourism activities are organizing winter holidays in ski resorts (f. ex. in Austria, Switzerland, Italy) and school trips to all of the important places in Europe.

The company offers its trade intermediary services and require partners from all over the world to build long lasting relations, to gain new foreign tourists and develop its activity on new markets.



Main advantages the company could offer to a potential partner:

- ✓ Over 15-years of experience in the planning and organization of tours for groups and also for individuals clients.
- ✓ Offering a personal service with high quality.

**Spend some nice time in Zakopane!**  
**(BCD Ref: 20120330019)**

**The company from Malopolska region is owner of the lodging complex composed of three villas situated at the mouth of the Bialego Valley in Zakopane.**

The complex has comfortable rooms and suites are capable of accommodating 200 guests simultaneously. The complex facilities are suitable for holding conferences, group integration meetings and training sessions.

The company is looking for new clients in foreign countries, tour operators, agents etc. that could assure tourist income.

Main advantages the company could offer to a potential partner:

- ✓ Place: Zakopane - the town at the foot of Mount Giewont that is the one of the most popular summer and winter leisure resorts in Poland,.
- ✓ Complex location: 10 minutes from the city center, - accommodation: comfortable rooms (200 guests simultaneously).
- ✓ Leisure: view of the mountains, gym, sauna, drink bar, indoor tennis pitch, ski rental, pool, flippers, restaurant with traditional food - business: well-equipped conference rooms.



Babia Góra, photo by D. Zaród

**Polish mountains are waiting for You!**  
**(BCD Ref: 20120405022)**

**The company from South of Poland owns 3-star lodging houses located on a picturesque slope of Antalowka in the center of Zakopane.**

The pair of 3-star lodging houses is a big conference center with three conference rooms for 200 of guests. The company is looking for ability to gain new clients from abroad interested to spent some nice time in the one of the most popular Summer and Winter leisure resort in Poland. The company offers 100 beds in 59 rooms, restaurant with traditional food, two fully-equipped conference rooms for 100 and 50 participants, sauna, Jacuzzi, gym room, drink bar and fireplace (lodging house no.1), and 44 beds, conference room for 50 participants, own garden, Aqua Park Zakopane 3 minutes on foot (lodging house no.2).

The company is looking for a representative in order to gain new clients from abroad interested to spent some nice time in the one of the most popular summer and winter leisure resort in Poland.

Main advantages the company could offer to a potential partner:

- ✓ The company has a pair of 3-star lodging houses located in the center of Zakopane.
- ✓ The Aqua Park and skiing facilities are nearby, while the famous Krupowki street is only 10 minutes away on foot.
- ✓ Lodging House no. 1 offers 100 beds in 59 rooms, traditional suppers with live performance from orchestras and folk bands, two fully-equipped conference rooms for 50 and 100 guests, sauna, Jacuzzi, gym room, drink bar with a fireplace.
- ✓ Lodging House no. 2 offers 44 beds, traditional food, conference room for 50 persons, own garden, Aqua Park nearby.

**SPA & Conference Hotel located next to the historical Raclawice town in a picturesque area just 40 km N from Cracow (BCD Ref: 20120525015)**

**The Hotel offers 67 comfortable rooms and apartments, professionally equipped conference area (over 500m<sup>2</sup>), restaurant with polish and international kitchen and wide range of health and beauty treatments in luxury SPA & Wellness Centre.**

Conference & SPA Hotel is located next to the historical Raclawice town in a picturesque area just 40 km N from Cracow. Hotel has comfortable equipped rooms with air conditioning, telephone, satellite TV and free of charge internet access. Few of rooms has it's own terrace exit with picturesque landscape. The Hotel offers: 8 Standard Rooms, 49 Comfort Rooms, 6 Superior Rooms, 2 Junior Apartments and 2 Deluxe Apartments. One of rooms is adapted for disable people. Conference Center in Hotel has over 500 square meters business area with latest audio-visual equipment. All of that connected with high quality service will makes everyone conference and business meeting arranged in a professional way. For business guests the Hotel offers 3 conference rooms: Venus ( 365 m<sup>2</sup>) congress and ballroom with a possibility of dividing in three separate

rooms by the moveable walls. It can seat up to 330 people, Jowisz (140m<sup>2</sup>) - conference room which can seat up to 110 people and Mars (34m<sup>2</sup>) - business room up to 25 people. All of conference rooms are exposure to sunlight with a dimness possibility. The Conference Centre is air-conditioning and equipped with audio-visual system, screens, slide projector, flipchart and free of charge internet access. The Hotel's SPA offers: treatments: oxybrasion, 24-carat gold rejuvenate treatment, massages: Lomi Lomi, Japan Massage, Massage with hot volcanic stones, Thai Massage, baths: Sulfide Bath, Aromatherapy Bath. After the treatments, Hotel recommends using Wellness Area (swimming pool, jacuzzi and steam room) free of charge for all guests. Hotel offers also other high quality cosmetic and hairdressing treatments. Hotel facilities and attractions: campfire cottage, golf course for learning players, tennis court, bikes, quads, horse riding, Nordic Walking trips, Aqua Aerobic and Ski lifts (15km).



Main advantages the company could offer to a potential partner:

- ✓ comfortable rooms and apartments
- ✓ professionally equipped conference area
- ✓ restaurant with polish and international kitchen
- ✓ wide range of health and beauty treatments in luxury SPA & Wellness Centre
- ✓ many possibilities for outdoor activities

# POLAND



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