

**Enterprise Europe Network**

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**Technology offers and requests**

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**1. Heavy steel constructions**

Polish company is specialized in production of heavy steel constructions. It offers unique solutions on individual client's order. It is also involved in steel processing works. The company is looking for partners within joint further development, testing of new applications, and transfer of knowledge aiming at automatization and simplifying the process of production..

Technology park installed by the company allows production of many individual and unique technological projects. Its localization near A4 Highway and local river is an advantage, because it gives a possibility of an effective transport of heavy, untypical elements of constructions. The recipients for the products are representatives of: energy industry, metal industry, machine industry, shipping industry. The company is already involved in business cooperation with other EU countries.

**2. High quality woodwork**

A company from south-west of Poland is involved in production of high quality wooden door and windows and winter gardens using modern technological line, The company is the owner of 3000 m2 production area, which enables to develop new technological line, and produce over 1000 windows per month. Apart from standard production , the company is also specialized in production of non-typical

woodwork projects. The company is looking for partners in the development of their production line in order to achieve full capability of production and full automatization of production.

### **3. Innovative solutions for steel constructions**

Company from south-west of Poland has developed innovative solutions within production of metal and steel structures for machine and construction industry. The company is offering unique projects customized to individual order of a client. The company is also involved in metal processing of single items and elements of metal and steel structures. Main recipients for the products are metal industry companies (producers of machines and technology lines of general use).

The company is planning to improve their production processes and is looking for cooperation partnerships in the field of technological modernization, which would increase efficiency of production, lower production costs and moderate production cycle.

The company is also looking for partners interested in research directed to acquiring low-cost semi-finished products.

### **4. Innovative technologies within environmental engineering**

Polish company has developed high quality services within environmental engineering, construction engineering, and roadworks engineering. The company offers innovative technologies in the field, as well as, high quality services and experience on the local and regional market. The company is looking for industrial partners interested in further development and investments within road infrastructure.

The company's main activity concentrates on the development of innovative technologies within the above mentioned fields of activity. Its main recipients are entities from industry and public sector. Implementation of modern technological solutions results in high quality products of the company, and its strong position on the market.

The company is planning further development on the field of production advancement – modernization of machine park. However, lack of funding prevents the company from acquiring newest technologies. Therefore, the company is looking for partners interested in further development and investments within road infrastructure and environmental engineering.

### **5. Machine production**

Polish company is involved in a complete range of products from hand machines, stationary machines to NC controlled automatic machines (welding machines, cleaning machines, milling machines, drilling and screwing machines, corner crimping machines, sash assembly and frame assembly stations,

handling equipment) and interlinked production lines. Innovative products with an excellent price/performance ratio are and continue to be the most important part of the corporate philosophy of the company. The quality of the products is guaranteed by the company's state-of-the-art production engineering and comprehensive control according to the ISO 9001 regulations.

The company is looking for partners in the development of their production line in order to achieve full capability of production and full automation of production.

## **6. Metal working production**

Polish company is basically specialised in: mould for casting of aluminum; round parts of moulds, cores, hollows, dowels, distributors; advanced technology parts requiring machining in 5 axes, moulds for plastics; measurements with 2D and 3D coordination measuring machine. The company's products are known for their high quality, precision of fabrication, competitive prices and comprehensive services from design to implementation of details. The company is looking for partners in the development of their production line in order to achieve full capability of production, and offer new products to the European Union market.

The company is also offering their services: preparation of designs - development of technical documentation, designing of moulds for aluminum casting and moulds for plastic injection, creation or importation of product models, analysis and preparation of models as regards technology, development of machining technologies of individual mould parts in CAM and generation of NC code, conversion of drawings from conventional form (paper) to 2D and 3D electronic form, generation of NC code for 3-axis milling machines for Heidenhain, Fanuc and Siemens control systems, consultancy and assistance in creation of machining processes.

The company invests significant portion of their profit for further development by supplementing the machinery stock, increasing production range and technological capabilities. Technological development is based on the state-of-the-art innovative solutions available in the world markets of machinery and software used in metal working. The know-how developed throughout the years allows the utilization of the available machinery to the maximum. The major pillar of the company is the highly qualified personnel whose knowledge and practical skills allow to execute even most complex orders.

## **7. Multi-format printing machines production**

Production company from south-west of Poland is involved in production of multi-format printing machines. The company's activity also involves sale of printing components, such as: ink, self-

adhesive foil, photographic paper, banners etc. An important part of the company's activity are guarantee services offered to their clients.

The company is looking for partners for joint further development of the technology used for their new production line in order to lower the costs of production and shorten the time of production process. The newly installed production line is currently in a process of adaptation, and it was purchased partly owing to European funding. The company is planning to broaden the range of products to coated materials produced owing to the new production line.

### **8. Production of PVC and ALUI windows and doors**

Polish company involved in production PVC and ALU windows, doors and other goods is present on the Polish market since 1990. Furthermore, the company currently invests in newest production machines and working machines. They offer a variety of products made from the best quality elements, which are provided by world-wide leaders in windows trade such as MACO, VEKA, Yawal, Metalplast. Continuous improvement of production process, extension of a plant and purchase of modern machines has allowed production windows and doors on the highest level. Furthermore, the company currently invests in newest production machines and working machines. Round about 9.400m<sup>2</sup> production and storage area stand by the firm. 180 employees are currently working for the company. The company has four manufacturing plants – two plants in Glogowek (one plant – PVC products, second plant – Aluminum products), third plant in Komorniki (blind rollers) and last one in Kietrz (PVC products). Profile of production: windows and doors, blind rollers (shutting rollers), winter gardens, facades, anti-mosquito nets, external / internal windowsills.

The company is looking for partners in the development of their production line in order to achieve full capability of production, and offer new products to the European Union market.

### **9. Technology of breathalyzers production**

The company from south-west of Poland is specialised in production of breathalyzers and components based on their own research, and development of two production lines, which increases the efficiency of production process. The company's research laboratory allows further development of products offered to the clients. The recipients for the products are mostly police, military, border guard and hospitals. Integrated and complex services, short time of production, high quality and low price of offered products allow the company to achieve a strong position on the market. However, in order to maintain its position, the company is planning to increase their production offer and develop new products, as well as, find possible way of using existing technologies in their research laboratory.

The company is looking for partners in order to develop new and already existing technologies within production of breathalyzers and components, and develop new products.

#### **10. Weighing and packaging machines**

Polish company specialized in designing and manufacturing automated weighing and packaging machines is looking for partners interested in widening production processes within the existing machine park through investments in newest available machines.

The experience they gained since their beginning on the market in 1993, allows the company to implement complex tasks of completion, installation and commissioning the systems of automation of production processes. The high quality of their products and services is guaranteed by implementation of the quality management system ISO 9001:2000. The System covers the activities associated with the production of machinery and equipment for weighing and packaging, installation and service lines for the food industry.

#### **11. Information technology enabling support of management processes in technical preparation of production as well as its planning and realization**

A businessman from south-eastern Poland makes single technologically advanced moulds and casting instrumentation. He is searching for information technology which enables planning and management of production process of single elements.

The company is searching for suppliers of such solutions along with adjustment to the specificity of its activity and technical support. The searched technology should be characterized by great clarity of solution used, as well as it should enable detailed analysis of processes happening in a production enterprise. Implementation of the system may take place by placing terminals in production rooms, which enable employees to keep record of performed actions, connected with computers placed in offices. Such a solution will enable employees dealing with planning and production management to control real course of production processes and facilitate identification of production costs

#### **12. Pressure die-casting of lead containers and protective casings for radioactive materials and radiopharmaceuticals for nuclear medicine**

A company from south-western Poland searches for technology of pressure die-casting, which ensures growth of productivity of the above-mentioned products and at the same time provides a guarantee to achieve their homogenous structure and to eliminate casting faults. Lead containers and protective products are currently produced in technology of permanent-mould casting which does not allow to

achieve required level of production. The company searches for partners dealing with pressure die-casting, who are experienced in producing various lead wares of cylindrical shapes with thin and thick sides, for production series of more than 10,000 items.

### **13. Gluing glass to metal**

An entrepreneur from south-western Poland searches for technology which allows to bond glass elements to metal ones with the use of glue, thanks to which a problem of occurrence of losses in the layer of glue is eliminated. These losses appear when glue dries in a room with low temperature. The searched solution should allow to keep a homogenous layer of glue on the glued surface, which is particularly essential if glass elements are combined with metal elements and remain visible afterwards during normal use. The businessman searches for suppliers of an appropriate technology, along with technical support and necessary know-how. The searched technology should allow to glue glass elements to metal ones in a way which does not cause the problem described above to appear, i.e. the losses in the layer of glue must not appear while drying at a temperature of ca. 1-5 degrees centigrade.

### **14. Increasing productivity of maize dryer and improving parameters of dried grain**

A producer of maize grain from south-western Poland searches for technology which increases productivity of the possessed corn dryer and improves quality of the dried grain intended for food industry. The company searches for suppliers of solutions along with technical support and business partners who use appropriate technologies

The possessed dryer provides complex process of drying by using the method of drying and cooling grain, which is the barrier of its productivity. The dryer accepts grain of humidity of ca. 30 percent and then it dries it to humidity of ca. 13 – 15 percent. Decreasing humidity occurs also in the process of cooling. This process additionally provides keeping temperature of dried grain at the level of ca. 5 degrees more than the ambient temperature. The producer searches for technology which would allow to take the function of one of these devices, which would make possible productivity increase of the used drying process, thus increasing quality of the obtained grain. Withdrawing the cooling process from the current dryer and moving it to a new cooling device would employ entire power of the possessed dryer in the process of drying. Since cooling function would fall to the new device, productivity of the dryer could rise up by ca. 30 percent and erection of a new dryer would not be necessary. It would shorten the period of drying from current 8 to about 5 weeks and thus allow to finish drying period before winter comes.

### **15. Increasing yield of timber by using an innovative process of end-jointing and face-jointing of wooden elements.**

A Polish entrepreneur is a producer of machines and devices for woodworking and furniture industry and started production of processing lines for face- and end-jointing wooden elements. This technology significantly increases efficiency in the use of scarce wooden material and has its use in window and door square-sawn timber, structural elements in construction, in producing multi-layer floor elements. The result of the use of this technology is: better use of timber and timber waste, high productivity, high quality and higher strength parameters of final products. Partners are searched in branches of wood and wood-derivative materials processing in order to broaden the scope of use of the technology and current know-how

### **16. Technology of plasma cutting of metals which improves quality of cutting, increases machine productivity and reduces threats.**

A company from south-western Poland which produces machines for plasma cutting of metals searches for inventive solutions for plasma cutting or solutions connected with this technology. Machines are sold on the Polish market. Quality of cutting (surface roughness, perpendicularity) is an essential problem due to users' requirements and competitiveness in relation to laser cutting

The company searches for inventive technologies from the scope of plasma cutting in order to improve the produced machines. They may be solutions from the scope of the same technology or devices which carry out the process. Main objectives are closing in to the quality obtained by laser cutting and increase in productivity by increasing speed of cutting while preserving high level of quality.

The company is also interested in solutions which decrease threats resulting from emission of gases and dust emerging during cutting (threats against people and environment). The company also searches for solutions which decrease noise level connected with the process of plasma cutting. Current noise level exceeds 80 dB with the current of cutting above 50 A.

### **17. Automated system of net marketing**

A service company from Poland operating in IT services and net marketing sector worked out an automated net marketing system which allows to increase shop sales by matching complementary websites and displaying their offer in partner shops or in web service centres. The offer is intended above all for foreign companies which wish to start or increase sales of offered products in Poland.

The automated net marketing system allows to increase sales by matching complementary shops and service centres and displaying their offers in partner shops and web service centres. A partner's service

centre which offers products of similar purpose displays a complementary offer of other offerers which allows to utilize Internet traffic that does not generate sales in the given shop. Additionally, the system allows to add new products not only in the shop's website itself, but also in the "Allegro" auction system, which influences significantly traffic on the website and volume of achieved sales. The system allows also to block complementary offers of unwanted partners as well as to choose only those partners who operate in the partnership commission system.