

FITNESS TRADE FAIR

fit business

Owners and managers of fitness and sports clubs, fitness trainers and instructors, and, last but not least, fitness enthusiasts – it was with them in mind that MTP decided three years ago to introduce a new event – FitExpo – into its calendar. Today it is Poland's only trade fair addressed to fitness professionals. This year's edition was record breaking not only in terms of exhibition space, but also the programme of events. Next year looks set to bring new surprises – golf, tennis, squash and many more.

This year's exhibitors presented the range of products offered by 120 leading Polish and international manufacturers – the latest solutions for owners of fitness clubs, gyms, tanning parlours, hotels and SPAs. The trade fair featured 50 market debuts. Companies had an opportunity to display their products to over five thousand visitors, including the famous Polish athlete Jacek Wszola, Aleksandra Kobiela – the fitness world champion and Hanna Fidusiewicz – the pioneer of the fitness movement in Poland.



Hundreds of thousands calories burnt, tens of thousands kilometres covered – all this inside an exhibition hall! At no other fitness trade fair in Poland did so many people exercise at once in a single venue!



The Fitness&Sport Marketing conference attracted over 100 participants. The debates were devoted to the most important issues related to the management, marketing, promotion and finance in the sports sector, as well as the interior arrangement of sports and fitness clubs.



The exhibition featured fitness accessories, Cardio devices, weight lifting equipment and accessories, fitness bikes, home sports equipment, physiotherapy equipment, sports clothing and footwear, sports underwear, beach fashion and swimsuits, martial arts clothing, cosmetics and dietary supplements, equipment for sport and recreation centres, IT solutions for the fitness sector, saunas, swimming pools and solariums.



Fans from all over the world (the Netherlands, Brazil, USA, UK and France) came to participate in training sessions and lectures held by legends of the Brazilian capoeira, such as Mestre Acordeon, Mestre Itapoaz and Mestre Suassuna. Almost 300 people of various ages took the opportunity to practice their capoeira skills.

The Fitness Eu4ya Convention attracted over 450 fitness enthusiasts from all over Poland and neighbouring countries. The training sessions were conducted by internationally renowned coaches and trainers, invited by Poland's leading fitness schools. The Eu4ya Convention participants could choose between aerobics classes, step, dance, BodyArt, fitness with elements of Tai-Bo, Tae-Kwon-Do, Karate and boxing. The convention also featured small workshops conducted by fitness stars, while in the intervals the participants could pop out for a talk in the Fitness Schools' Avenue.



Next edition 8–10.05.2009



MTP Gold Medal

FIT-EXPO 2008

ACTIVE WELLNESS TV (AWT) System – Technogym SpA, Italy • TOMAHAWK S series SENSITIVE BIKE – Cytech GmbH, Germany • PRECOR AMT adoptive motion trainer – Precor, USA

EXPOPOWER 2008

Internet Electric Energy Trading Platform – poee – Elbis Sp. z o.o., Rogowice • ZKSN medium voltage cable connector with SN switchgear of CGMCOSMOS type – Strunobet-Migacz Sp. z o.o., Kuzki • CAMELEON universal modular power supply unit – Merawex Sp. z o.o., Gliwice • D series medium voltage switchgears – Elektrobudowa S.A., Katowice, submitted by Elektrobudowa S.A., Company Branch Rynek Dystrybucji Energii, Konin • concrete transformer station – advertising pole 20/630 – Energetyka Kaliska – Usługi Techniczne Sp. z o.o., Kalisz • RC*GSM VR – energy saving controller for lighting circuits – Profil Przedsiębiorstwo Wielobranżowe Sławomir Mroziński, Dąbrowa Górnicza • VIGO cam v 50 thermographic camera – Vigo System S.A., Warsaw • Xinus – active filter – C&T elmech Sp. z o.o., Pruszcz Gdański • SYNDIS- control and supervision system – Badawczo-Rozwojowa Spółdzielnia Pracy Mikroprocesorowych Systemów Automatyki Mikronika, Poznań • BRDA – system of dual medium voltage switchgears, ZPUE Elektromontaż Poznań S.A., Poznań • concrete rotated pole for 110 KV lines – Przedsiębiorstwo Produkcji Strunobetonowych Żerdzi Wirowanych Wirbet S.A.

MEBLE 2008

LIBERO sofa – Meblarska Spółdzielnia Pracy Dąb, Gdynia • NEPTUN furniture system – Fabryka Mebli Taranko Aleksander Taranko, Morąg • WERSAL furniture system – Fabryka Mebli Taranko Aleksander Taranko, Morąg • KLER D140 programme – Kler S.A., Dobrodzień • MULTIFORM living room furniture set – Kolekcja Mebli Klose Sp. z o.o., Nowe • Meble Mikołajczyk, COLOSSEO stylized furniture – Fabryka Mebli Mikołajczyk Sp. z o.o., Piotrowice • CAPRI upholstered furniture line – Fabryka Mebli Tapicerowanych Tombea, Tomasz Misiorny Łowęcin • AVANTI garden furniture set – Heinz Kettler GmbH & Co. KG, Germany, submitted by: Kettler Polska Sp. z o.o., Piła • SAWANNA furniture line – Meblik s.c. Stanisław Gierszewski Andrzej Zablotny, Chojnice • ARGENTO – Vero Sp. z o.o. Lubliniec • SENSO bedroom furniture – Profap, Kraków, submitted by: UNEX Sp. z o.o., Kraków • TUKAN living room furniture – Noti, Tarnowo Podgórne • Argo study – Przedsiębiorstwo Produkcji Mebli Jafra, Karnice • Karen – B study – Przedsiębiorstwo Produkcji Mebli Jafra, Karnice • Mar-Jani collection – Przedsiębiorstwo Produkcji Mebli Jafra, Karnice • Jafra hotel furniture – Przedsiębiorstwo Produkcji Mebli Jafra, Karnice

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TRADE FAIR OF THE POWER ENGINEERING SECTOR

Innovation in the foreground

Following a successful debut in 2007 the time has come for the second edition. Its success exceeded all expectations: EXPOPOWER 2008 International Exhibition of Power Industry has doubled its exhibition space and the number of exhibitors. The record-breaking figures - nearly 3300 m² of exhibition space, 200 exhibitors and represented companies – prove that the new MTP event addressed to the power industry, organised jointly with its representatives, has met with a positive response. The greatest strength of EXPOPOWER are the latest technological solutions, both those presented by the exhibitors, as well as those discussed by experts at numerous conferences accompanying the trade fair.

Next edition 19–21.05.2009

The power industry is facing a period of rapid growth, as economic investments stimulate ever greater demand for energy. This, however, requires the need for cutting-edge technologies for power generation and distribution. Our trade fair, apart from its marketing objective, is also aimed at creating a forum for the exchange of know-how about power engineering innovations – says **Wiesława Galińska**, EXPOPOWER Project Manager.



Photos: MTP Photoservice, EXPOPOWER 2008

Important partners

Innovativeness and fast development of the power sector are a priority for state authorities and one of the strategic objectives of industry organisations. The EXPOPOWER trade fair with its formula emphasizing the importance of the transfer of technologies into industrial practice has been recognized by important partners. The trade fair was held under the honorary auspices of Andrzej Czerwiński, Chairman of the Parliamentary Power Industry Committee and the Ministry of the Economy, as well as trade chambers of commerce.

Hot issues

The three days of the trade fair were packed with presentations, discussions and seminars. These events were dominated by questions of energy security, and, consequently, explored the potential of renewable energy sources, energy-saving solutions and energy efficiency. The representatives of ministries and central institutions, industry associations, power engineering companies, energy suppliers and distributors, as well as consumer organisations gathered at a debate devoted to the planned energy efficiency act. There was no shortage of strictly technical conferences, as well as conferences analysing the legal regulations governing the operation of the power market. The trade fair also featured the finals of the nationwide "Safe Electricity" education campaign.

Marketing objectives

Reaching new customers and conquering new markets is always one of the chief objectives of trade fair exhibitors – both the power industry giants, as well as smaller companies providing energy-related services. About the need to invest in marketing activities aimed at attracting prospective customers speaks **Paweł Gniadek** from the Market Communication and PR Department of Tauron Polska Energia SA: *Tauron Polska Energia SA is planning to have its Stock Exchange debut next year. Therefore we want*



to make the most of every opportunity to meet the market participants and individuals that shape the opinions of prospective investors. Of course we also set great store by contacts with customers, both the existing recipients of power we supply and the prospective buyers. Any chance to win new business is valuable. The trade fair is an excellent place where you can meet opinion makers, potential investors and customers. That is why it is worth being here! We believe that exhibiting at such an important event is a matter of prestige – Poland's second largest power company cannot fail to appear at the industry's most important trade fair.



AUTOMOTIVE TRADE FAIR

HITS

of automotive showrooms

MOTO SALON Poznań Automotive Meetings is a fascinating meeting of automotive experts and enthusiasts with car dealers, presenting their latest models at the trade fair. There is no shortage of novelties and product launches, which always generate a lot of excitement. This year's exhibition attracted over 17 000 visitors. Next year's event looks set to be even more interesting, as Poznań Automotive Meetings will accompany the Automotive Technology Fair, held on a biennial basis where vehicle diagnostics, service stations, spare parts and accessories are presented.



The visitors at Poznań Automotive Meetings had an opportunity to see such makes as Alfa Romeo, Audi, BMW, Cadillac, Chevrolet, Citroen, Dacia, Fiat, Ford, Gazela, Honda, Hyundai, Jeep, Kia, Lancia, Lexus, Łada Niva, Mercedes, Mitsubishi, Nissan, Opel, Peugeot, Renault, Seat, Skoda, Subaru, Suzuki, Toyota, Uaz, Volkswagen and Volvo.



Entrepreneurs operating vehicle testing stations, vehicle testing stations supervisors, diagnosticians and everyone interested in issues related to technical inspections and road safety had an opportunity to meet at a training seminar devoted to technical inspections carried out in vehicle testing stations, held by the Regional Automotive Training Centre of the Polish Automobile and Motorcycle Federation. The objective of this seminar was to present the interpretation of regulations applicable to the operation of vehicle testing stations, and to technical vehicle inspections.



At the initiative of the Road Traffic Department of the Provincial Police Headquarters in Poznań a conference was held, devoted to "Road Safety in Wielkopolskie Province", featuring representatives of the government, local authorities and research centres implementing tasks related to road safety. The conference was accompanied by road rescue shows, prepared in co-operation with the Provincial Headquarters of the State Fire Service in Poznań.

Next edition 7-10.05.2009

Nearly 30 car dealers showcased the latest models of famous makes, including family cars, luxurious limousines, sports coupes, off-road vehicles and SUV's, as well as campers – recreational vehicles. The premiere shows featured Citroen C5 and Berlingo, Chevrolet Aveo, Fiat Fiorino, Ford Kuga and Suzuki Splash.

TRADE FAIR OF FURNITURE, INTERIOR DESIGN AND FINISHING

In good company



The boom in furniture industry could clearly be seen at this year's trade fair. It attracted nearly 600 exhibitors from Poland, Germany, France, the Netherlands, Switzerland, Italy, United Kingdom, Turkey, Romania, Ukraine, Hungary, the Czech Republic, Lithuania, Latvia, Spain, Portugal, India, Malaysia, Singapore and China, who showcased their range of products on almost 30 thousand m².

At this year's trade fair Mebelsplast showed for the first time a collection Eva Minge for Livingroom created in co-operation with a well-known Polish designer Ewa Minge (in the photo, in the middle)

This year for the first time the MEBLE Furniture Fair was held in good company – as many as three parallel exhibition events, all connected with one theme – interiors. The HOME DECOR Interior Design and Home Furnishings Fair, the LUMINEXPO Lighting and Lighting Technology Exhibition and the BUDMA INTERIOR Interior Finishing and Renovation Fair perfectly complement the range of products offered by the furniture industry and draw crowds of prospective buyers to the exhibition halls. No wonder that within 4 days as many as 25 thousand visitors flocked to the fair grounds, nearly 25% more than the previous year. Next year the big four will be joint by the BIURO Fair of Office Furniture and Furnishing, held on a biennial basis.

Next edition 3-6.06.2009



Furniture – Polish specialty



The success of this year's trade fair can be partly attributed to the boom in the furniture industry. Poland is the world's tenth biggest furniture manufacturer. In 2007 the value of the furniture output sold amounted to PLN 27 billion. According to the estimates by Maciej Formanowicz, President of the Polish Chamber of Commerce of Furniture Manufacturers, the coming years should bring about steady growth in output, ranging from 10 to 12 percent. Around 80% of furniture manufactured in Poland is sold on foreign markets. Poland is the fourth biggest furniture exporter, after China, Italy and Germany. The furniture sales are influenced by the situation

on the residential construction market. Recently that market has been thriving in Poland. In the first quarter of 2008 as many as 35 thousand apartments were put to use, an over 30% increase on the previous year, where a 16% increase was noted. **Maciej Formanowicz**, President of the Polish Chamber of Commerce of Furniture Manufacturers says that *maintaining the development momentum in the Polish furniture sector requires a number of supporting measures, which help Polish manufacturers effectively operate on foreign markets and compete with foreign producers. One such measure is holding exhibition events, which serve a very important role in promoting Polish furniture.*

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HOME DECOR and LUMINEXPO 2008

AZJATYCKI silverware, limited collection – OOO PUKP AGAT, Ukraine, submitted by: Wair Sp. z o.o., Opalenica • THOR fabric decoration, 59% copper – Diaz N.V., Belgium, submitted by: Flokatex Izabela Kaczmarska i Jacek Kaczmarski Sp. j., Łódź

ITM POLAND 2008

powRgrip toolholder system – REGO-FIX AG, Switzerland, submitted by: Zakład Usługowo-Handlowy Gamstal Sp.j., Oborniki • Tube Inspekt measuring system – Aicon 3D Systems GmbH, Germany, submitted by: Casp System Sp. z o.o., Jaworzno • VIGO cam v50 thermographic camera – Vigo System S.A., Ożarów Mazowiecki • SPEEDGLAS 9100XX automatic welding helmet – 3M Svenska AB, Sweden, submitted by: 3M Poland Sp. z o.o., Kajetany • TRULASER 3530 laser cutting machine – Trumpf Group GmbH+Co. K.G., Germany, submitted by: Trumpf Polska Sp. z o.o. Sp.K. Warsaw • CNC STAR ECAS-20T Swiss type automatic lathe – Star Micronics Co., LTD, Japan, submitted by: R+S Jerzy Ryżewski, Poznań • PPEB-EFL press brake – LVD Company N.V., Belgium, submitted by: LVD Polska Sp. z o.o., Kędzierzyn Koźle • TOPO 01 modular system for surface topography measurement and analysis – Institute of Advanced Manufacturing Technology, Kraków • DCN-L vacuum circuit breaker for direct current – Zakład Aparatury Elektrycznej Woltan Sp. z o.o., Łódź, licensed by IAE Łódź Technical University • high purity gas generation using PSA and VPSA methods – Blachownia Institute of Heavy Organic Synthesis, Kędzierzyn Koźle • silver and copper based vacuum brazes in the form of strips and wires – Metal Processing Plant of the Institute of Non-Ferrous Metals, Gliwice, submitted by: Institute of Non-Ferrous Metals, Gliwice • APZ+ apparatus for controlling gas content in liquid aluminium alloys – Institute of Non-Ferrous Metals, Light Metals Division in Skawina, Skawina, submitted by: Institute of Non-Ferrous Metals, Gliwice • microtelephone featuring silent correspondent authorisation in telecommunication circuits – Jarosław Dąbrowski Military Technical Academy, Warsaw • ALFA aluminium brake discs reinforced with fly ash – ALFA – Polish Foundry Research Institute, Kraków and Motor Transport Institute, Warsaw, submitted by: Polish Foundry Research Institute, Kraków • DW 300 MIG PULS alternating current machine – OTC Daihen, Japan, submitted by: SAP Krzysztof Jaskulski, Poznań • BA 321 horizontal machining centre – Schwabische Werkzeugmaschinen GmbH (EMAG Group), Germany • 2500-630-275-SPR power chuck with a spring mount – Fabryka Przystrojów i Uchwytów Bison-Bial S.A. • CTX alpha 300 multi-axis CNC lathe – Fomot Pleszew S.A., Pleszew • road and rail tractor – Instytut Pojazdów Szynowych Tabor, Poznań • line of screwtaps for blind holes with fine pitch – Fabryka Narzędzi Fanar S.A., Ciechanów • STABILIZER solid carbide end mills – Niagara Cutter, USA, submitted by: Fabryka Narzędzi Fanar S.A., Ciechanów • VMC 1300 vertical machining centre – Fabryka Obrabiarek Precyzyjnych Avia S.A., Warsaw • CTX GAMMA 2000 turning and milling machine – Gildemeister Drehmaschinen GmbH, Germany, submitted by: DMG Polska Sp. z o.o., Pleszew • INTEGREG i-15C multi-tasking turning and milling centre – Yamazaki Mazak Corporation, Japan, submitted by: Yamazaki

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This year's edition of interior design trade fairs in Poznań generated a lot of interest among the representatives of the trade media, but also the daily press, radio and television. The MTP Press Centre issued accreditation to over 250 journalists from Poland and abroad. The media showed huge interest in the press conference of a well-known designer Tomasz Rygaliak, who ran a "Meblóścianka" workshop for young designers, as well as in the annual conference of the Polish Chamber of Commerce of Furniture Manufacturers, outlining the current situation of the Polish furniture industry and the prospects for its development.



Photo: MTP Photoservice, MEBLE 2008



Photo: MTP Photoservice, MEBLE 2008

Over four trade fair days the most gifted students of art colleges from all over Poland and from the renowned Royal College of Art in London worked in a specially allocated exhibition hall on their original furniture wall unit. Owing to the workshop and creative ideas by young designers, this piece of furniture proved to be an endless source of inspiration, various interpretations and surprising designs. The three winning designs will be implemented by Vox.

On the trends path

Designs, colours, shapes, suitable materials and accessories, lighting – all this matters when designing a functional interior. This is the reason why every year the trade fair features many exhibitions presenting new trends on the interior design and furnishing market.

For the sixth year running trade fair exhibitors, as well as companies not participating in the trade fair, showcased their latest products at the **Poznań Premieres** exhibition. This provided an excellent opportunity to learn about the latest design and colour trends. This year's edition of this exhibition was particularly colourful – the rich hues of the walls and the floor made the display impossible to miss. Over an exhibition space of 400 m², the furniture was presented in the form of complete interior arrangements.



Photos: MTP Photoservice, MEBLE 2008



The **PE-P** Educational and Design Programme Exhibition has accompanied the MEBLE trade fair for six years. Its aim is to enable students to establish co-operation with the industry, receive job offers from companies and participate in professional training schemes and internships. First and foremost, however, the programme's objective is to prepare students to enter the world of design work immediately after graduation.



Promoting students and young university graduates specialising in design was also the aim of the **concept_08** exhibition and film, featuring seven Academies of Fine Arts.

A successful edition

This year's edition of the interior and furniture trade fairs left everyone satisfied. The visitors – industry professionals, Polish and foreign merchants, traders, architects and interior designers, who had an opportunity to spend the first two days of the trade fair, allocated solely for professionals, visiting the exhibition in peace and meeting with the exhibitors, stressed that the range of products presented at the trade fair was not only interesting in terms of design, but also represented very high quality of workmanship.

Fruitful business contacts gave the exhibitors a reason to be pleased. After all that is one of the chief objectives of trade fair participation. On Friday and Saturday the fair grounds were open to individual customers, i.e. end users of the products and services on display. They also had no reason to complain. Especially that apart from the attractive exhibition there were many other additional attractions

in store. An "Architect advises" information desk proved very popular. There the visitors could obtain advice free of charge from renowned and experienced interior designers. Many individuals planning the purchase of real estate visited the first ever Developers' Lounge, which brought together many companies and institutions connected with the property market, as it offered an excellent opportunity to compare various real estate offers, check the financing options and

choose the best mortgage. The visitors were also eager to see numerous presentations of popular finishing works and attend lectures about the latest trends and novelties in the interior design sector. The recording of the SOFA TV show was an attraction for trade fair visitors on Saturday. Well-known journalists working for WTK presented two proposals for a living room. They exchanged opinions both with renowned designers and with the audience.



Photo: MTP Photoservice, MEBLE 2008

For five years the **transFORM Design beyond borders** exhibition has been building a European platform for dialogue about design. The exhibition has been created and organised by Maria Magdalena Korpys – Creative Director, owner of the Inspira group, who wants to showcase the results of Polish-German co-operation in the field of design, industry and education between artists, companies and universities. This year, an exhibition space of 300 m² featured the most interesting designs of office chairs and armchairs, living room furniture, bathroom fittings and lamps, as well as designs and models by 5th year students of industrial design at Poznań University of Technology.



Viva LED is the title of this year's edition of the **Interior Lighting** Exhibition, featuring lamps and decorative lighting, which has already become a regular element of the Poznań trade fair. The aim of the exhibition is to provide an overview of young Polish designers' accomplishments. The lighting solutions on display are characterised by innovativeness, freshness of ideas and excellent design qualities. This year the exhibition featured the latest technological developments and a wide array of LED applications.



The **best diploma works 2006/2007** exhibition featured 26 industrial graphics and design works by the best graduates of Polish design schools. They included original designs of glassware, fabrics, furniture, mobile phones, footwear or even cars, boats, snow clearing vehicle and specialist turbines. The "Roofus" design of a vehicle for clearing snow off roofs by Michał Glogowski was also nominated for an award in the International Design Competition 2007/JDF in Osaka, Japan and found itself in the top twenty projects out of 300 works entered for the contest.



TRADE FAIR OF CUTTING-EDGE TECHNOLOGIES

The future of the economy

The Innovations-Technologies-Machines Poland trade fair is New Europe's most important exhibition event devoted to cutting-edge industrial technologies, fostering progress and economic development, as well as market growth. Due to its modern formula reflecting the worldwide trends and a clear profile the trade fair has expanded year by year and become more and more attractive. The rise in the number of exhibitors, participating countries, exhibition space and the number of visitors is accompanied by prestige and the importance of this trade fair for the economy. In less than a year, Poznań will showcase all the latest solutions offered by the industry and science for the market, the directions of technical progress, the key issues requiring a well thought out solution, the initiatives worth undertaking and the measures conducive to executing your plans. Every year ITM Poland organisers offer new suggestions for business people so that this trade fair may serve as an effective platform for business communication.

Next edition 16–19.06.2009



Photo: MTP Photoservice, ITM 2008



Photo: MTP Photoservice, ITM 2008

ITM Poland was held under the honorary auspices of the Minister of Economy and the Minister of Science and Higher Education. The trade fair was declared open by **Waldemar Pawlak**, Deputy Prime Minister and the Minister of Economy. In his address he said: *Today the trade fair exemplifies a new outlook on the co-operation between the industry and science. I hope that such co-operation will result in innovative projects in the field of mechanics, pneumatics or hydraulics. The Deputy Prime Minister also visited the exhibition and participated in a press conference.*

It was impressive

This year the ITM Poland trade fair attracted nearly 1400 companies from 34 countries and territories: Austria, Belgium, China, the Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, India, Ireland, Israel, Italy, Japan, Latvia, Lithuania, Luxembourg, the Netherlands, Norway, Poland, Romania, Russia, Slovakia, Slovenia, South Korea, Spain, Sweden, Switzerland, Taiwan, Turkey, Ukraine, the United Kingdom and the United States. The exhibition space reached 30,000 m². The growing importance of the ITM Poland trade fair on the global exhibition market is reflected in the rising numbers of foreign exhibitors, whose brands used to be presented only at the stands of their Polish representatives. In 2008 the products and solutions presented by the exhibitors were seen by 22 000 visitors from 35 countries and territories: Austria, Belgium, Bela-

rus, Brazil, China, the Czech Republic, Denmark, Estonia, Finland, France, Germany, Hungary, Ireland, Italy, Japan, Latvia, Lithuania, Malaysia, Mexico, the Netherlands, Norway, Pakistan, Poland, Portugal, Romania, Russia, Slovakia, Spain, Sweden, Switzerland, Taiwan, Turkey, Ukraine, the United Kingdom and the United States.

It is going to be even better

Promoting state-of-the-art technologies and creating a platform for direct meetings between specialists and the representatives of industry and applied sciences, exchange of know-how and experiences – these are the chief objectives set by the ITM Poland organisers. The fundamental issue is a clearly established scope of the trade fair. It comprises eight trade exhibitions: MACH-TOOL – Machine Tools Exhibition, METALFORUM – Exhibition of Metallurgy, Foundry

Engineering and Metal Industry, SURFEX – Exhibition of Surface Treatment Technologies, TECHNOGAZ – Gas and Oil Exhibition, TRANSPORTA – Exhibition of Logistics, Transport and Shipping, WELDING, HAPE – Exhibition of Hydraulics, Pneumatics and Drives, as well as SCIENCE FOR THE ECONOMY – an exhibition where the best research and development centres present their offer for the industry. These exhibitions are accompanied by special presentations: Automation for the Industry and Measurement and Control Equipment, as well as a FOUNDRY thematic park. The ITM Poland trade fair is complemented by the INFO-SYSTEM IT for Industry and Administration exhibition, held at the same time.

The concept of the trade fair and the accompanying events, conferences and business meetings is developed by the organisers in co-operation with the exhibitors, market leaders and trade associations. Owing to such consultations the extensive programme of events reflects the latest and most important business issues. Among a few dozen seminars and conferences, tackling the whole scope of the trade fair, everyone may find something of interest and use to them. The conferences are more than a source of information and knowledge, but also help to integrate the whole community interested in fostering economic development and inspire its members to co-operate internationally. For instance, the last edition featured an International Foundry Discussion Forum entitled "Casts in machines and devices of the future", held at the initiative of Professor Józef Suchy and under the honorary auspices of Professor Keisaku Ogi, President of World Foundrymen Organisation, as well as a RAPID conference – technologies in ma-

chine construction and medicine, prepared by Professor Kazimierz Oczko, a renowned authority in the field of machine construction. It is important to stress that the scope of the conferences is always related to the latest and most crucial issues, some of which concern investments resulting from our EU membership, while others are connected with Poland's preparations for hosting the EURO 2012 European Football Championship. For instance this year's edition of TRANSPORTA Exhibition was accompanied by a series of seminars devoted to the public and non-public rail transport in Poland in the 21st century.



Photo: MTP Photoservice, ITM 2008

Both the manufacturers, as well as distributors, present their offer at the trade fair. It is good that more and more foreign manufacturers join the ranks of exhibitors at ITM Poland, whose brands used to be showcased only at the stands of their Polish representatives. A good example is MAZAK, a Japanese corporation.

Machines in motion

An advantage of the ITM Poland trade fair is the possibility to show machines in motion. Access to water and compressed air outlets means that exhibition halls can be turned into a modern factory. And they are. This year the exhibitors showcased as many as two thousand machines at work. There is no question the benefits of such presentation are enormous: the visitors can evaluate the operation of the machines on display and often even try them out by themselves. The trade fair exhibition also features special spaces, where shows of cutting-edge technologies can be held. Interactive presentations are prepared, during which the visitors can learn about the latest technologies and see the work of new machines. For a few years new surface treatment solutions have been presented as part of the Skills Testing Ground. Talks by the leaders of the welding sector combined with a presentation of the latest welding devices and tools and cutting-edge technologies are held as part of the Welding Academy workshops. Various types of workshops, presentation and shows held in the pavilions during the trade fair meet with a very good response on the part of the exhibitors – the companies participating in them – as well as the trade fair visitors. That is why these events have already become a regular feature of the ITM Poland trade fair.



Photo: MTP Photoservice, ITM 2008

Driven by novelties

The ITM Poland trade fair presents a few hundred innovative solutions. New technologies, new structures, new materials and new technological solutions are the strongest magnets drawing professional visitors to the trade fair – the best place to promote such new products. At the stands the novelties are distinguished by a special label. A detailed list of new products submitted by the exhibitors is published in a special "New at ITM Poland" brochure and on the www.itm-polska.pl website. Just as the exhibitors, the organisers also prepare new suggestions for trade fair participants. This year one of such new ideas was the HAPE Exhibition of Hydraulics, Pneumatics and Drives. Already the first edition turned out to be a great success. It attracted 75 companies representing the Czech Republic, China, Finland, France, Germany, Poland, Russia, Romania, Ukraine, Sweden, Switzerland and the United Kingdom. HAPE exhibition was organised in co-operation with the Corporation of Hydraulic and Pneumatic Drives and Controls. The exhibition was accompanied by a workshop devoted to designing hydraulic systems using typical elements.

ITM Poland is a trade fair with an established reputation. It always attracts industry representatives, entrepreneurs, traders, decision makers, government officials and journalists. In such good company it is worth showing your best side. No wonder that at ITM Poland many companies like to emphasise their accomplishments and anniversaries. The trade fair often becomes a venue for award ceremonies. Even the journalists themselves selected the trade fair as a place to honour the winners of the BAZAR Nationwide Festival of Business Television Programmes.



Photo: MTP Photoservice, ITM 2008



It is no surprise that when he visited the ITM Poland trade fair, the Deputy Prime Minister and Minister of Economy Waldemar Pawlak was mainly interested in technical details – he is, after all, an engineer.

The range of products offered by ITM Poland 2008 exhibitors was seen by 22 000 visitors from 35 countries and territories. The registration system introduced by the organisers enables them to draw up accurate visitor profiles. It turns out that the trade fair visitors are dominated by decision-makers, company presidents and owners, directors, managers and traders.



The Polish foundry market is characterized by enormous production potential and well-developed research and development facilities. This was clearly visible at the stand of the Polish Foundry Engineering Centre.



ITM Poland trade fair features a few dozen conferences and seminars. Some of those, such as Innovations in Machine Construction and Operation, have already accompanied the trade fair for a few years. Every year the conference tackles the most pressing issues for the industry.



For the fourth year running MTP, in co-operation with the Welding Institute, held the Welding Academy workshop at the ITM Poland trade fair. This is one of the main events accompanying the Welding Exhibition. The workshops feature lectures, as well as shows of the latest devices and technologies.

The Welding Academy was declared open by its organisers. Cutting the ribbon, from the left: Professor Andrzej Kolasa, Chairman of the Polish Welding Chamber; Przemysław Trawa, President of the MTP Board; Professor Jan Pilarczyk, head of the Welding Institute in Gliwice.



The means of collective transport showcased at the trade fair were dominated by rail vehicles. Experts believe that it is rail transport that is certain to undergo major modernization in the coming years, which means purchases to the value of a few billion zlotys.



An attraction accompanying the SURFEX Exhibition is the interactive show entitled the Skills Testing Ground. A special show area features presentations of new technologies and equipment. Every visitor has an opportunity to learn about the whole technological process, or even try out the latest devices and tools.



Special shows of machines and equipment at work generate a lot of interest. They provide the trade fair visitors with an opportunity to watch the machine's operation, while the exhibitors can stress the benefits of their equipment.



Maciej Wierzbowski,
Commercial Director of Nova Trading SA

Development strategy

Nearly 20 years of experience of your company in the industry have enabled you to observe the speed of economic development.

Is your company satisfied with the current situation in the economy? What steps are you planning to take in the nearest future?

Stainless steel products offered by our company are used in various industries – starting with the food processing industry, household appliances manufacturing, through the construction sector, chemical industry, pulp and paper industry, environmental protection (wastewater treatment plants) to the automotive and telecommunications industries. By co-operating with different companies we get an overview of the whole economy.

Right before Poland's accession to the European Union the Polish manufacturing sector experienced a boom, as due to the need to meet EU norms and standards many companies were forced to upgrade their technical facilities and machinery. Later on we observed a slight slowdown, however, consecutive foreign investments have enabled us to maintain high manufacturing output.

As for our plans... For many years we have consistently implemented our development policy aimed at turning Nova Trading into a service centre providing stainless steel and aluminium preliminary treatment services. We are no longer just a distributor of steel products (Poland's biggest, I might add) – we are a service centre, i.e. we prepare the material for our customers' specific needs, for instance cutting steel coils into non-standard sheets – suited to our customers' production process. The advantage – a customer gets a ready-made material and pays only for the steel actually used, not the waste generated when purchasing standard steel sheets. Our services also include cutting steel coils into strips, grinding and brushing of sheets, tubes, sections and flatbars, as well as polishing tubes and sections. The latter have a wide spectrum of use, for instance in the pro-

duction of banisters, furniture, lamps, also as interior decoration elements, i.e. where substantial strength and appearance are important. Therefore we have returned to the universal application of stainless steel and aluminium. In the future we would like to expand the scope of our services. Soon we are going to launch a line for polishing steel coils and plasma cutting of steel sheets, etc.

Is there fierce competition on the Polish market of innovative technologies? What are your secrets when it comes to securing your position as one of market leaders?

The answer may not be the most original, but it is true. Our position in the industry is determined by the high quality of our products and services, accepted by the most demanding customers even from Western Europe. From the outset our company's priority has been reliable customer service – "zero tolerance for mistakes" is our motto. Another factor is carefully selected personnel – well-trained with extensive experience.

How important are exports for your operations and which countries do you find the most promising?

For many years we have been exporting our products to former Soviet Union countries – Ukraine, Belarus, Lithuania, Latvia and Russia, and more recently to Germany, the Czech Republic, Austria and Switzerland. This year we have been more proactive – apart from our office in Hamburg we have opened another one in Prague and in July also in Switzerland.

How important is the ITM trade fair for you?

For the past few years we have exhibited at METALFORUM, held as part of the ITM trade fair. This trade fair is gradually becoming a meeting of our industry, attracting more and more companies offering stainless steel, whose presentation is accompanied by open seminars promoting the use of stainless steel and know-how regarding its processing, etc. It is a perfect venue to meet your existing customers and suppliers, as well as to attract new ones.

GLASS & STONE 2008



Glass Industry Fair • Stone Industry Fair 15-18.11.2008

An excellent opportunity to present the latest products and technologies used in glass and stone processing. Its scope will include:

- raw materials for both the glass and the stone industries
- machines and devices for glassware and ceramics, equipment for stone extraction and processing
- chemicals used to produce glass and ceramics, stone processing chemicals
- tools and electrical tools, cutting and abrasive materials
- modern technical and IT systems for the glass and stone sectors
- the latest environmental solutions for glass recycling and disposal
- ready-made glass and stone products and their applications
- artistic works and handicraft made of glass and stone.



SCIENCE FOR THE ECONOMY

Science hand in hand with the economy



The SCIENCE FOR THE ECONOMY is Poland's biggest presentation of the accomplishments and research potential of Polish applied sciences. It is held at ITM Poland and forms an integral part thereof. Such a marriage of science and cutting-edge industrial technologies provides an opportunity to form mutual relations between the science sector and the economy. Some of the stands of research and development units, as well as companies and institutions fostering the technology transfer process are located in the heart of the industrial exhibition – adjacent to the stands of manufacturers and traders. Such proximity is conducive to establishing fruitful contacts. The exhibitors' range of products, including the presentation of novelties, is always complemented by an extensive programme of events – expert conferences and business meetings. The SCIENCE FOR THE ECONOMY is always accompanied by the Engineering Forum, where talks and debates are held, devoted to the most pressing economic and technological problems. The aim of the Forum is to promote innovation. This year's Forum was held under the following motto: "Polish Federation of Engineering Associations NOT – promoting innovative entrepreneurs". All activities related to the SCIENCE

FOR THE ECONOMY are aimed at promoting the latest scientific accomplishments and at transferring the research findings into business practice. Such transfer should be intensified by the Centre for Consultancy and Innovative Solutions – organised for the first time at the last edition of the SCIENCE FOR THE ECONOMY.

The Centre for Consultancy and Innovative Solutions was a new project aimed at fostering the development of innovation in companies by facilitating contacts between entrepreneurs, research institutions and scientists. Entrepreneurs – ITM Poland exhibitors and visitors – had an opportunity to voice their problems and submit applications requesting innovative solutions. The Centre helped to locate research and development units, state universities and institutes of the Polish Academy of Sciences that could respond to those needs and suggest possible solutions. Such needs could be submitted on-line, as well as directly at a special trade fair stand. The Centre staff helped the customers define their requirements and then forwarded such information to the research institutes participating in the trade fair. In total the companies submitted a few dozen issues to the Centre. The follow-up meetings often took place already at the trade fair; if not, the submission was saved in a database and the partner sought after the exhibition. Registration of needs, searching for partners before, during and after the trade fair, as well as participation in meetings were all free of charge. Owing to the presence at the trade fair of the representatives of the Ministry of Science and Higher Education, the Polish Agency for Enterprise Development, NOT Innovation Centre, Representative Council of Research and Development Units and the Patent Office, the participants were able to obtain a lot of valuable information, for instance, how to apply for and receive financial assistance for implementing innovative projects.



This year SCIENCE FOR THE ECONOMY attracted over 70 exhibitors from Poland and Germany. They included both research and development units, as well as companies and institutions supporting the technology transfer process. Expositions of Polish scientific institutions were co-financed by the Ministry of Science and Higher Education.



The Engineering Forum has already become an established feature of the ITM Poland trade fair. The event is held by the NOT Polish Federation of Engineering Associations. Its main aim is to promote innovation in enterprises.

INFOSYSTEM

Information technology for industry and administration

For four years the ITM Poland trade fair has been complemented by the INFOSYSTEM Forum, held at the same time. The Forum showcases IT solutions for companies, industrial plants, administrative offices and local governments.

Each of the three days of this year's INFOSYSTEM trade fair had a clearly specified profile. Day one was devoted to the e-administration Forum, tackling issues connected with electronic communications between the applicants and official institutions, including the use of open standards, as well as a hotly-debated issue of e-PUAP – electronic platform for public administration services. The second and third day were devoted to e-industry: production planning systems for large and medium-sized enterprises and electronic communication solutions. Exhibitors at the INFOSYSTEM trade fair presented solutions in the field of electronic document distribution in the ASP model: the registry box and electronic courier service – very interesting, as they guarantee document transfer between entities with no investments required on the part of the company.

Profiled according to the industry

INFOSYSTEM is also a clearly-profiled event, accompanying the BUDMA and EXPOPOWER trade fairs. This formula involves specialisation of IT solutions and services offered, thus narrowing down the audience of prospective buyers, says Krzysztof Ślatała, INFOSYSTEM Project Manager. For instance it is better to present cost-estimation software at the BUDMA trade fair, demonstrating its application



in a construction company, than to showcase it at a general IT exhibition.

– The construction sector is one of the most difficult industries in terms of introducing IT solutions – says Wojciech Mikulski of Komako Software House, Microsoft's partner. – At the same time it is a field where information technology provides uniquely effective tools. We are glad to see a separate exhibition devoted to specialised IT solutions for this sector – IT Island: INFOSYSTEM – Information Technology for the Construction Industry provides an excellent opportunity for a "live" presentation of a wide array of solutions addressed both to medium-sized and large construction enterprises.



new! **OPTYKA Optical Exhibition 21–22.11.2008**

This is the first specialised trade fair addressed to opticians, optometrists and other industry professionals organised on such a scale. The trade fair is co-organised by MTP and the Chamber of Polish Opticians (KRIO).

The exhibition will feature eyeglass frames, components and parts for eyeglass frames, eyeglass lenses and contact lenses as well as eyeglass and contact lens care products, low vision aids, speciality eyewear (sunglasses, sports glasses, safety glasses and other speciality glasses), eyeglass accessories, optical and optometric instruments, materials and equipment, as well as equipment for optical shops, pharmaceuticals, software, etc. The trade fair will be accompanied by the OPTYKA 2008 Conference, tackling the most pressing issues for industry professionals. The main conference topics will include eye refraction and refraction examination procedures, vision physiology, optical materials, screening tests, dyslexia and eyesight. The trade fair will be held on a biennial basis.

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Mazak Central Europe Sp. z o.o. Branch in Poland, Wanaty • MAZAK 3D 150 2,5 KW laser cutter – Yamazaki Mazak, Japan, submitted by: H & J Maschinentechnik, Katowice • air-conditioning solution for electric trains – Faiveley Transport Leipzig GmbH, Germany, submitted by: Faiveley Transport Polska Sp. z o.o., Poznań

MTP Gold Medal in the category "transfer of scientific research results into business practice"

Institute of Non-Ferrous Metals, Gliwice for the Technology of manufacturing high-quality zinc concentrate • Technical University of Łódź, Institute of Electrical Apparatus and Zakład Aparatury Elektrycznej WOLTAN Sp. z o.o., Łódź for the ultrafast synchronic SVB 25/15 kV vacuum circuit breaker for high speed railway systems; 50/60/16.7 Hz; 250-1250A; 40kA • Welding Institute, Gliwice for the SpotWeldQS multi-station system for monitoring welding process parameters • Szewalski Institute of Fluid-Flow Machinery, Polish Academy of Sciences Gdańsk for the Laser microprocessing system • TABOR Institute of Rail Vehicles, Poznań for the microprocessor-aided modular solution for controlling locomotive pneumatic brake system.



ACANTHUS AUREUS

EXPOPOWER 2008

Południowy Koncern Energetyczny S.A, Katowice • Badawczo-Rozwojowa Spółdzielnia Pracy Mikroprocesorowych Systemów Automatyki Mikronika, Poznań • Energetyka Kaliska- Usługi Techniczne Sp. z o.o., Kalisz • Elektromontaż Poznań S.A., Poznań

MEBLE 2008

Kolekcja Mebli Klose Sp. z o.o., Nowe • Interprint Polska Sp. z o.o., Ozorków • Fabryka Mebli Tapicerowanych, Tombea Tomasz Miśniorny, Swarzędz • Vero Sp. z o.o., Lubliniec • Przedsiębiorstwo Produkcji Mebli Jafra, Karńce • Mebelplast SA, Olsztyn

HOME DECOR and LUMINEXPO 2008

Gardińia Sp. z o.o., Domasław • Eurofirany B.B Choczynscy Sp.j., Żywiec • Zorluteks Tekstil, Istanbul, Turkey

BUDMA INTERIOR 2008

Sanprim Sp. z o.o., Warsaw • Ceramika Paradyż Sp. z o.o., Opoczno

ITM POLAND 2008

DMG Polska Sp. z o.o., Pleszew • Trems A.S. / Amkovo Sp. z o.o., Warsaw • Poznańskie Zakłady Naprawcze Taboru Kolejowego S.A./ Sigma Sp. z o.o., Poznań • MG Murbet Sp. z o.o., Elk • Flaboform Sp. z o.o., Tychy • „Chmieliński” Marcin Chmieliński, Wałbrzych • Bystronic Polska Sp. z o.o., Raszyn • ARS Partner, Otmuchów • Fabryka „Wiertła Baidon” S.A., Katowice • Atlas Copco Tools Polska, Bratislava