

## RESEARCH SUMMARY

Further to an order received on 13th November 2008, please find attached a list of potential business partners. BPCC representatives have talked to each of them directly in order to determine whether they meet the outlined requirements and if they would be interested in cooperation.

We found 10 business partners interested in cooperation. The research was finalised within 20 working days, as agreed.

All of the potential partners can be contacted in English (initially preferably via e-mail) and are capable of manufacturing the products as detailed in the order form. They all meet additional criteria stated in the order form (hand-blown production, soda-lime glass).

You chose Advanced Partner Search. That means that the BPCC is ready to actively take part in establishing relationships with the chosen companies and to assist in the initial stages of negotiation. Should you need our further support, please do not hesitate to contact us.

Please let us know what your next steps will be and when you plan to contact the recommended partners so that we can inform them in advance.

Should you have any further questions, please contact us directly. We would also be very happy to hear your comments on the service provided.

Piotr Mikulski  
Information Manager

British Polish Chamber of Commerce

Tel: (+48 22) 320 01 14

Fax: (+48 22) 621 19 37

[www.bpcc.org.pl](http://www.bpcc.org.pl)

e-mail: [piotr.mikulski@bpcc.org.pl](mailto:piotr.mikulski@bpcc.org.pl)

## SECTOR OVERVIEW

The BPCC has identified 30 glasswork manufacturers nationwide which produce hand-made, soda-lime glass stemware. To do this the BPCC used its own database comprising over 15,000 companies which we have been successfully working with in the past and commercial databases bought by the BPCC comprising a total of 175,000 records. Further research on online directories (such as [www.pf.pl](http://www.pf.pl), [www.company.yellowpages.pl](http://www.company.yellowpages.pl), [www.pkt.pl](http://www.pkt.pl), <http://katalog.wp.pl>, [www.huty.pl](http://www.huty.pl), [www.polskie-szklo.pl](http://www.polskie-szklo.pl), [www.firmy.net](http://www.firmy.net), and [www.polskieszlaki.pl](http://www.polskieszlaki.pl)) did not provide us with any new companies meeting requirements by the client.

The BPCC has spoken to all 30 companies in order to:

- enquire whether they would be interested in establishing a business relationship with the client
- obtain details of the contact person responsible for cooperation with foreign partners
- confirm that the representatives have sufficient command of English
- verify whether potential partners meet requirements stated by the client

As a result, the BPCC was able to identify ten glasswork manufacturers who, having reviewed details about the client and the product, were significantly interested in cooperation.

Reasons for remaining manufacturers not agreeing to be potential partners:

- insufficient command of English
- company no longer exists or has undergone reorganisation/change of ownership
- materials different to soda-glass
- pause in production
- do not manufacture stemware
- produce only crystal glass

In general, the manufacturers were interested in getting more specific information and the questions that the BPCC was asked are as follows:

1. What estimated quantities would the client like to produce in Poland?
2. What are the delivery dates and how is the process of delivery managed (who is responsible for delivery - the producer or the client)?
3. How should the products be packed?

4. Does the client provide the producers with designs?
5. What volume of stemware does the client produce annually?

The sector of glasswork manufacturing in Poland has been undergoing significant changes recently and we were informed that many glassworks have declared insolvency due to lack of investors, massive inflow of cheap production from China and highly competitive Polish automated glassworks. These factors make hand-made production relatively less profitable.

*Please note this is a sample Partner Search Report. This companies are all fictitious; postal addresses, e-mails, telephone numbers, contact names and company descriptions are fake and were invented solely for the purpose of this sample report.*

## **POTENTIAL BUSINESS PARTNERS**

### **1) AAA**

#### **BASIC INFORMATION**

<b>Name</b>	AAA S.A.
<b>Address</b>	ul. Fabryczna 16/22 38-400 Krosno
<b>Phone</b>	(+48 13) 11 111 11
<b>Fax</b>	(+48 13) 11 111 11
<b>E-mail</b>	<a href="mailto:info@aaa.com.pl">info@aaa.com.pl</a>
<b>Website</b>	<a href="http://www.aaa.com.pl/">http://www.aaa.com.pl/</a> (Polish version) <a href="http://www.aaa.com.pl/en/">http://www.aaa.com.pl/en/</a> (English version)
<b>Contact person</b>	Mr Jan Kowalski – Export Manager responsible for the British market <a href="mailto:jan.kowalski@aaa.com.pl">jan.kowalski@aaa.com.pl</a>

#### **COMPANY PROFILE**

AAA is the largest and best known producer of household glass in Poland and is a company with a long tradition and experience - it was founded in 1923. Hand-made glass from AAA combines unique pattern-designing, the masterly skill of manufacturing and the latest technological developments. Glass produced by AAA is often called "lead free crystal", which characterises the excellent transparency of their products. AAA also offers coloured and machine-made glass. AAA possesses its own Centre of Pattern-designing, where author's collections setting directions in industrial design are created.

AAA was one of the first glass-work producers to express a strong interest in the client's offer and answered immediately after acquainting themselves with the details that were sent as a follow-up to the telephone conversation.

## 2) BBB

### BASIC INFORMATION

<b>Name</b>	P.P.H.U. BBB
<b>Address</b>	ul. Fabryczna 16/22 32-800 Brzesko
<b>Phone</b>	(+48 14) 222 22 22
<b>Fax</b>	(+48 14) 222 22 23 (+48 14) 222 22 24
<b>E-mail</b>	<a href="mailto:biuro@bbb.pl">biuro@bbb.pl</a>
<b>Webpage</b>	<a href="http://www.bbb.pl/">www.bbb.pl/</a> (English version under construction)
<b>Contact person</b>	Ms Anna Kowalska – Export Manager <a href="mailto:anna@bbb.pl">anna@bbb.pl</a>

### COMPANY PROFILE

BBB glasswork has been operating on the Polish market since 1995. BBB produces stemware, decanters, glass decorations, and souvenirs. BBB cooperates with companies from Latvia, Lithuania, Ukraine, Slovenia, and Western Europe. BBB also works with advertising agencies and produces promotional materials for them.

BBB's representative was very interested in the offer and declared a positive response to collaboration.

### 3) CCC

#### BASIC INFORMATION

<b>Name</b>	Huta Szkła Gospodarczego i Artystycznego „CCC”
<b>Address</b>	ul. Fabryczna 16/22 97-320 Wolbórz
<b>Phone</b>	(+48 44) 333 33 33
<b>Fax</b>	(+48 44) 333 33 34
<b>E-mail</b>	<a href="mailto:ccc@ccc.net.pl">ccc@ccc.net.pl</a>
<b>Webpage</b>	<a href="http://www.ccc.net.pl">www.ccc.net.pl</a> (Polish version) <a href="http://www.ccc.net.pl/eng/index.htm">www.ccc.net.pl/eng/index.htm</a> (English version)
<b>Contact person</b>	Mr Jan Kowalski – Sales Manager <a href="mailto:jk@ccc.net.pl">jk@ccc.net.pl</a>

#### COMPANY PROFILE

CCC produces 1000 various clear hand-made or pressed glass objects including drinking glasses, cups, mugs, kitchen dishes, domestic glassware, articles for room decoration (vases), decorative articles (pokal glasses), and bathroom items.

The BPCC has spoken with the Managing Director, Mr Krzysztof Marcinkowski who had an extremely positive attitude towards the client's proposition. Mr Jan Kowalski, Sales Manager, is to be the main client contact, and all enquires should be sent to the general email address.

## 4) DDD

### BASIC INFORMATION

<b>Name</b>	Huta Szkła Gospodarczego "DDD" Sp. z o.o.
<b>Address</b>	ul. Fabryczna 16/22 97 500 Radomsko
<b>Phone</b>	(+48 44) 444 44 44 (+48 44) 444 44 45
<b>Fax</b>	(+48 44) 444 44 46
<b>E-mail</b>	<a href="mailto:rozalia@ddd.com.pl">rozalia@ddd.com.pl</a>
<b>Webpage</b>	<a href="http://www.ddd.com.pl">www.ddd.com.pl</a> (Polish version) <a href="http://www.ddd.com.pl/main.php?lang=en">http://www.ddd.com.pl/main.php?lang=en</a> (English version)
<b>Contact person</b>	Mr Jan Kowalski – Export Manager Mobile: +48 510 444 444 <a href="mailto:jkowalski@ddd.com.pl">jkowalski@ddd.com.pl</a>

### COMPANY PROFILE

DDD is a manufacturer of ecologically produced soda-lime glass, hand blown into wooden or metal moulds. They produce high quality, colourlessness glass, as well as a wide variety of coloured glass. DDD glasswork has a long history and experience of many years standing. It was established in the 1920s as ZZZ glasswork and changed its name to DDD in 1991. Before DDD started to produce stemware, it manufactured bottles for breweries and pharmacies.

The representative of DDD were provisionally interested in cooperation with the client. The BPCC sent additional information regarding the client's profile and product characteristics as a follow-up to the telephone conversation. As a result we received positive feedback and DDD is very interested in cooperating with the client.

## 5) EEE

### BASIC INFORMATION

<b>Name</b>	HUTA SZKŁA "EEE"
<b>Address</b>	ul. Fabryczna 16/22
<b>Phone</b>	38 400 Krosno (+48 13) 55 555 55  (+48 13) 55 555 56
<b>Fax</b>	(+48 13) 55 555 57
<b>E-mail</b>	<a href="mailto:info@eee.pl">info@eee.pl</a>
<b>Webpage</b>	<a href="http://www.eee.pl">www.eee.pl</a> (Polish version)  <a href="http://www.eee.pl/english.html">http://www.eee.pl/english.html</a> (English version)
<b>Contact person</b>	Ms Anna Kowalska, Sales Director  <a href="mailto:akowalska@www.pl">akowalska@www.pl</a>

### COMPANY PROFILE

EEE was established in 1980 and employs the best craftsmen as well as designers – its collection was shown at the January Gift Market in 2004. EEE was also named Polish Firm of the Year and awarded the Golden Star in 1996. The company provides a wide range of products, is present in 42 countries, and participates in fairs all over the world (the most recent was International Fair AMBIENTE 2008, Frankfurt).

EEE's representative asked the BPCC for more information on what the stemware looks like as they weren't sure at first if they would be able to manage the client's expectations. After the promotional materials were sent, the BPCC received very positive feedback from the company. In addition, EEE glasswork has sent many pictures to present their products. Selected images will be sent to you by the BPCC as an attachment.

## 6) FFF

### BASIC INFORMATION

<b>Name</b>	FFF Huta Pięknego Szkła Sp. z o. o.
<b>Address</b>	ul. Fabryczna 16/22 38 401 Krosno
<b>Phone</b>	(+48 13) 66 666 66
<b>Fax</b>	(+48 13) 66 666 66
<b>E-mail</b>	<a href="mailto:fff@fff.com">fff@fff.com</a>
<b>Webpage</b>	<a href="http://www.fff.com/">http://www.fff.com/</a> (Polish version) <a href="http://www.fff.com/pg/en.html">http://www.fff.com/pg/en.html</a> (English version)
<b>Contact person</b>	Mr Paweł Kowalski, Owner <a href="mailto:p.kowalski@fff.com">p.kowalski@fff.com</a>

### COMPANY PROFILE

FFF is a middle sized glasswork manufacturer, producing decorative glass in the town of Krosno. FFF was awarded a Gold Villa in 2008 by Villa Magazine for innovative and unique decorative bottles from the 'Jazz' collection. FFF is known for its mastery of traditional glass craftsmanship but at the same time it is set on modern design, quality and market expectations. FFF offers a wide range of products in unique shapes and colours such as flower-vases, jugs, flower-pots, and candlesticks. FFF provides artistic, decorative and household glass and is distributing its products to the USA, Greece and Ukraine. FFF is present in the top furnishing, home, and bathroom magazines in Poland. Its products were also displayed at fairs in Athens, Atlanta and Frankfurt and in Finnish newspapers. In 2007 FFF was awarded 'Best Company 2007' in Krosno.

## 7) GGG

### BASIC INFORMATION

<b>Name</b>	Huta Szkła Gospodarczego GGG S.A.
<b>Address</b>	ul. Fabryczna 16/22 88 100 Inowrocław
<b>Phone</b>	(+48 52) 777 77 77
<b>Fax</b>	(+48 52) 777 77 78
<b>E-mail</b>	<a href="mailto:marketing@ggg.com.pl">marketing@ggg.com.pl</a>
<b>Webpage</b>	<a href="http://www.ggg.com.pl/">http://www.ggg.com.pl/</a> (Polish version) <a href="http://www.ggg.com.pl/english/index.html">http://www.ggg.com.pl/english/index.html</a> (English version)
<b>Contact person</b>	Mr Piotr Kowalski – Managing Director <a href="mailto:marketing@ggg.com.pl">marketing@ggg.com.pl</a>

### COMPANY PROFILE

GGG was established in 1924 and is one of the biggest and most renowned producers of crystal (cut-glass, lead crystals) and glasses made of soda-lime glass. Its products are recognised in the USA, UK, Spain, France, Ireland and Japan for their high quality, great variety, and unique designs. GGG has been awarded many prizes for its glasswork including the European Medal for suite of glasses "Amber" in 2004, nomination for 'Leader of Polish Business' in 2000, 8th place in 'Golden Fifteen' of the best companies in Poland in 2000, and Golden Statue for 'Leader of Polish Business' in 2003. GGG joint venture has been present on the stock market since 1992.

GGG was the first company that agreed to cooperate with the client.

## 8) HHH

### BASIC INFORMATION

<b>Name</b>	HHH Sp. z o.o.
<b>Address</b>	ul. Fabryczna 16/22 26-600 Radom
<b>Phone</b>	(+48 48) 888 88 88
<b>Fax</b>	(+48 48) 888 88 89
<b>E-mail</b>	<a href="mailto:office@hhh.pl">office@hhh.pl</a>
<b>Webpage</b>	<a href="http://www.hhh.pl/">http://www.hhh.pl/</a> (English version not available, the page is under construction)
<b>Contact person</b>	Mr Paweł Kowalski, Export Manager <a href="mailto:pawel@hhh.pl">pawel@hhh.pl</a> (+48 48) 888 88 08 – direct line

### COMPANY PROFILE

HHH is a joint venture with YYY glasswork in Jedlińsk. Both glassworks specialise in hand-made, soda-lime, household glass, glassware, and decorative glass. The glassworks have a long history and are well known in Germany, France, Greece, and Belgium for their high quality, original designs, and wide range of products.

The BPCC first contacted YYY glasswork and was then redirected to HHH as the marketing department operates out their head office in Radom. Mr Kowalski had a positive attitude and was interested in getting more information about the client. The BPCC has provided him with additional information about client's offer.

## 9) III

### BASIC INFORMATION

<b>Name</b>	III Sp. z o.o.
<b>Address</b>	ul. Fabryczna 16/22 96-100 Radomsko
<b>Phone</b>	(+48 48) 999 99 99
<b>Fax</b>	(+48 48) 999 99 90
<b>E-mail</b>	<a href="mailto:office@iii.pl">office@iii.pl</a>
<b>Webpage</b>	<a href="http://www.iii.pl/en">http://www.iii.pl/en</a> (English version)
<b>Contact person</b>	Mr Piotr Kowalski, General Manager <a href="mailto:piotr.kowalski@iii.pl">piotr.kowalski@iii.pl</a> (+48) 600 999 999 – mobile

### COMPANY PROFILE

III was founded in 1995 and since then has been producing the finest glass products for their customers. Thanks to its long experience and cooperation with many customers from all over the world, including numerous well-known brands, it is constantly improving its offer. Their offer includes a wide range of products (1200 models).

They employ almost 200 people.

Their products are well known and recognised all over the world. Among III's customers are chain stores and the biggest and finest brands in Europe and worldwide.

Piotr Kowalski was very interested in the client's offer and is looking forward to be contacted by its representatives.

## 10) JJJ

### BASIC INFORMATION

<b>Name</b>	Huta Szkła JJJ Sp. z o.o.
<b>Address</b>	ul. Fabryczna 16/22 96-100 Skierniewice
<b>Phone</b>	(+48 46) 000 00 00
<b>Fax</b>	(+48 48) 000 00 01
<b>E-mail</b>	<a href="mailto:jjj@jjj.pl">jjj@jjj.pl</a>
<b>Webpage</b>	<a href="http://www.jjj.pl/en">http://www.jjj.pl/en</a> (English version)
<b>Contact person</b>	Ms Katarzyna Kowalska, Export Manager (UK & US)  <a href="mailto:kkowalska@jjj.pl">kkowalska@jjj.pl</a>  (+48 46) 000 00 01 – direct line

### COMPANY PROFILE

JJJ was founded in 1981. They manufacture soda-lime glass products. At present they specialise in dark, blown and hand-formed glass produced by highly experienced workers. Their range of products includes: vases, cups, mugs, tankards, glasses, drinking-glasses, ashtrays, saucers, and plates. They offer products of varied designs and shapes.

They already export to the US and UK, as well as to Asia.

Katarzyna Kowalska, JJJ's Export Manager was very impressed with the client's profile and would very much welcome the opportunity to manufacture some products for them.