



Danish Water Technology Group invites you to Polish Danish Water Days

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> Polish Danish Water Days
Warsaw, Sosnowiec, Krakow
27 - 30 October 2014

SEMINARS, B2B-MEETINGS, RECEPTION, JOINT DINNER, SITE VISITS

It is with great pleasure that Danish Water Technology Group in co-operation with the Trade Council in Poland invite your company to take part in the Polish Danish Water Days from 27 until 30 October 2014.

The purpose of the Water Days is to promote Danish competences in the water/wastewater sector to the industry and public utilities in Poland. Participants may be Danish companies that are already fully or partially located in the country, as well as newcomers wishing to start exporting to the country. The event will be a great opportunity for Danish companies to promote themselves to Polish customers and partners, and in addition, an opportunity for sharing experiences, networking and possible co-operation.

The Polish Danish Water Days will include:

- Seminars, B2B-meetings, and reception with key stakeholders in Warsaw, Sosnowiec and in Krakow.
- Visits to industrial plants.
- Visits to municipalities.
- B2B-meetings with relevant Polish co-operation partners, potential distributors etc.
- Information on Doing Business in Poland. Meeting sector experts and other already established Danish companies.
- Your company will be presented in a mutual brochure/ leaflet to be sent out together with invitations prior to promotion.
- We take care of all practical issues, incl. booking hotel, local transportation etc.

Please see the full description in the enclosed programme.





Facts on the Polish water & wastewater sector

- The largest water use occurs in the industrial sector, followed by public consumption.
- Continued urbanization, industrialization and increasing population is putting pressure on Poland's water resources to be managed effectively with a particular focus on wastewater management. The requirements of the EU Directive 91/271/EEC to Poland before end 2015 includes a range of investments within construction, expansion and modernization: Sewage system PLN 18.75 billion, Wastewater treatment 9.44 billion PLN and Sludge 1.17 billion PLN
- Industrial water is about 70% of the total water consumption. Recycling of industrial water presents great potential.
- Investment allocated to flood alert programmes: PLN 516 m allocated to counteract and dispose of the effects of natural disasters (ie. Floods).
- In addition to implementing wastewater treatment, energy efficiency in the industry is an area with great savings potential.
- Poland is not manufacturing specialist water sector equipment in scale, and there is strong demand for high quality products in the areas;
 - supplying sewage treatment plants;
 - monitoring and measuring equipment and sludge treatment equipment;
 - pipes, fittings and wells, hydraulic units, pumps and plumbing fittings;
 - machines and appliances for building, repairing and maintenance of water supply and sewage network.

Conditions for participation

Preparation, brochure, seminar and B2B-meetings and site visits in Warsaw, Sosnowiec and Cracow

at the price of **DKK 17,500 per company ex. VAT**

The price is excl. coordination fee (4,800 DKK for DWTG-members, and 9,800 DKK for non-members), and subject to 12 companies participating and financial support from the Trade Council in Denmark. In case of fewer participants, we will assess the situation, and come back to you concerning possible adjustment. Hotel and flight expenses are not included in the price.

Sign up by 12 September 2014 at www.dk-water.dk

We are at your service for any additional information.

Best regards

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DANISH



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>>>>>> Draft programme



October 26: Warsaw (Arrival during the day)	
Time	
Afternoon	Arrival at the hotel
18.00 -	Mutual dinner and briefing on the programme by the Embassy and DWTG

October 27: Warsaw	
Time	
9.00 - 10.00	At the Embassy: Intro to Poland: Doing business in Poland and water market
10.00 - 11.30	Sharing experiences: Presentations by Danish companies already operating in Poland
11.30 - 13.00	Meeting with relevant sector stakeholders (e.g. Ministry of Environment, Warsaw University of Technology, Economic Chamber Polish Waterworks, National Water Management Authority)
13.00 - 14.00	Lunch
14.00 - 16.30	Visit and meeting at the Warsaw Waterworks (MPWiK)
19.00 - 21.00	Dinner at Ambassador's Residence

October 28: Warsaw	
Time	
10.00 - 13.00	At the Embassy: Seminar and B2B meetings Participants: Potential dealers, developers, contractors, municipalities
13.00 - 14.00	Lunch
14.00 - 16.30	Visit to potential client from industry sector: machine/energy/chemical
	Visit to utility company
17.00 - 20.00	Travel to Sosnowiec / Katowice

October 29: Sosnowiec	
Time	
09.00 - 11.00	Visit at HYDRO SILESIA - Trade Fair for Water and *Sanitation Utilities (*Sanitation = wastewater) http://www.exposilesia.pl/hydrosilesia/pl/ Scope of the fair: <ul style="list-style-type: none"> - Design and manufacturing solutions to process water and wastewater treatment systems - Technical and technological process of utilization of sewage sludge and their ecological dev. - Household and local wastewater treatment systems - Infrastructure, water and sewage industry - Machinery, equipment, fittings for construction/operation of water supply and sewage - Technical methods to restore the viability of water supply and sewer - Equipment and apparatus used in laboratory water and sewerage - Monitoring the quality of surface and groundwater systems - Information management firm water supply and sanitation
11.00 - 16.00	B2B meetings and participation in the conference/events arranged in connection with the fair
17.00 - 18.30	Travel to Krakow

October 30: Krakow	
Time	
09.00 - 13.00	Site visit and meeting at water utilities Meeting with relevant local/regional authority Lunch
13.00 - 14.00	Transport to the airport - departure to Denmark