



Danish Water Technology Group invites you to Polish Danish Water Days

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> Polish Danish Water Days
Poznan, Warszawa
> 26 - 29 November 2013

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

Revised dates - 26- 29 November 2013

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 Polish-Danish Water Days from 26 until 29 November 2013.

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 Poznan and in Warsaw.
- 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 Danish companies already established.
- 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. Acc. EU directive to Poland until 2015 to establish 177 new wastewater treatment plants, upgrade 569 systems and establish 30,000 km sanitation.
- Investment allocated to flood alert programme: PLN 516 m allocated to counteract and dispose of the effects of natural disasters (i.e. floods).
- Industrial water is about 70% of the total water consumption. Recycling of industrial water presents great potential.
- In addition to implementing wastewater treatment, energy efficiency in the industry is an area with great savings potential.
- Poland does not manufacture specialist water sector equipment and there is strong demand for high quality products in this area;
 - 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 Poznan, seminar, B2B meetings and site visits in Warsaw, reception and mutual dinner

At the price of **DKK 17,500 per company**

All prices are excl. VAT, and subject to 12 companies participating and 50% support from the Trade Council in Denmark. Board and lodging is not included. Coordination fee per company amounts to 4,800 DKK, which is included in the price. In case of fewer participants, we will assess the situation, and come back to you concerning possible adjustment.

Sign up by 11 October 2013 at www.dk-water.dk

We are at your service for any additional information.

Best regards

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Co-financed by
Ministry of Foreign Affairs of Denmark
The Trade Council



DANISH



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>>>>>> Draft programme



November 26: Poznan	
Time	
Afternoon	Arrival at the hotel
18.00 -	Mutual dinner and briefing on the programme by the Embassy and DWTG

November 27: Wielkopolskie Region (Poznan and surroundings)	
Time	
8.30 - 10.00	Intro to Poland: doing business in Poland and water market by Embassy/ experts/branch organizations/DK company in Poland
11.00 - 13.00	Seminar: Water and Energy Efficiency in the Industry Participants: potential dealers, developers, contractors, industry companies 11.00 - 11.50 Presentations by DK companies 12.00 - 13.00 B2B meetings
13.00 - 14.00	Lunch
14.00 - 16.00	Seminar: Water and Energy Efficient Operation of Utilities. Participants: potential dealers, developers, contractors, municipalities Presentations of speakers from the water sector 13.30 - 14.20 Presentations by DK companies 14.30 - 15.30 B2B meetings
16.00 - 17.30	Common reception
18.00 - 21.00	Travel by bus to Warsaw

November 28: Mazowiecie Region (Warszawa and surroundings)	
Time	
9.00 - 10.30	Experience sharing with relevant DK companies from the sector established already in Poland
10.30 - 12.00	Meeting with relevant experts/consultants/engineers/university dealing with projects from water sector
12.00 - 13.00	Lunch
14.00 - 17.00	Visit to potential client from industry sector: machine/energy/chemical Visit to utility company
20.00 - 22.30	Dinner including relevant Polish business organizations, Danish companies and authorities

November 29: Mazowiecie Region (Warszawa and surroundings)	
Time	
9.00 - 11.30	Seminar: Water and Energy Efficiency in the Industry Participants: potential dealers, designers, contractors, industry companies Presentations of speakers from the water sector Presentations by DK companies B2B meetings
11.30 - 12.30	Mutual lunch
12.30 - 14.00	Seminar: Water and Energy Efficient Operation of Utilities Participants: potential dealers, designers, contractors, utilities Presentation of speakers from the water sector Presentations by DK companies B2B meetings
14.00 - 15.00	Follow up with the Embassy team and DWTG
Around 15.00	End of programme and travel to the airport