CONTACTS

GROUP ORGANISER
Justyna Jaworska
British Plastics Federation
6 Bath Place
Rivington Street
London EC2A 3JE
Tel:  020 7457 5001
Fax:  020 7457 5045
Email:  jjaworska@bpf.co.uk

FREIGHT FORWARDERS
Garcia Newell
Agility Logistics
Royal Court
81 Tweedy Road
Bromley BR1 1TW
Tel:  020 8461 8756
Fax:  020 8461 8866
Email:  GNewell@agilitylogistics.com

Mark Saxton
GBH Exhibition Freight Forwarding Ltd
10 Orgreave Drive
Handsworth
Sheffield S13 9NR
Tel:  0114 269 0641
Fax:  0114 269 3624
Email: mark@gbhforwarding.com

EXHIBITION ORGANISERS
TARGI KIELCE Sp. z o.o.
ul. Zakladowa 1
25-672 Kielce, Poland
e-mail: biuro@targikielce.pl
tel.0048 41 365 12 22
fax 0048 41 345 62 61

BRITISH CONUSLATE
British Embassy
Ambassador: Mr. Ric Roderic Todd
Aleje Roz No 1
00-556 Warsaw
Main switchboard: (48) (22) 311 00 00
Telephone: (48) (22) 311 00 00
Fax: (48) (22) 311 0311
Political/Defence/Press and Public Affairs/Management
(48) (22) 311 02 50
Commercial/Visa/Consular
Website: http://www.britishembassy.gov.uk/poland

TRAVEL AGENT
Bindiya Verma
Senior Trade Fair Consultant
DER Travel
Conduit Street, London, W1S 2XN
Email: bindiya@tradeairs.co.uk
Event Overview

Plastpol is now the largest plastics show in Central Europe and is a show of great importance for the region. The annual show again proved highly popular and sold out all 6 halls. There were 16,208 visitors and 665 exhibitors.

The success of the show is reflected by the growth of the plastics industry in Poland which has been growing at an average rate of 4.8% in 2008. The plastic processing industry currently holds a clear over proportionate share in Poland’s industrial production. It benefits from large Foreign Direct Investment (FDI) levels in all industries. FDI reached EUR 11.7 billion in 2006, an increase of 47% compared to 2005.

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Visitors</th>
<th>Number Of Exhibitors</th>
</tr>
</thead>
<tbody>
<tr>
<td>1997</td>
<td>3021</td>
<td>83</td>
</tr>
<tr>
<td>1998</td>
<td>3560</td>
<td>104</td>
</tr>
<tr>
<td>1999</td>
<td>6654</td>
<td>235</td>
</tr>
<tr>
<td>2000</td>
<td>8781</td>
<td>334</td>
</tr>
<tr>
<td>2001</td>
<td>9267</td>
<td>383</td>
</tr>
<tr>
<td>2002</td>
<td>10124</td>
<td>468</td>
</tr>
<tr>
<td>2003</td>
<td>11470</td>
<td>507</td>
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<tr>
<td>2004</td>
<td>13382</td>
<td>604</td>
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<tr>
<td>2005</td>
<td>13621</td>
<td>635</td>
</tr>
<tr>
<td>2006</td>
<td>16900</td>
<td>702</td>
</tr>
<tr>
<td>2007</td>
<td>14200</td>
<td>772</td>
</tr>
<tr>
<td>2008</td>
<td>16208</td>
<td>850</td>
</tr>
<tr>
<td>2009</td>
<td>16000</td>
<td>665</td>
</tr>
</tbody>
</table>

Market Overview

<table>
<thead>
<tr>
<th>Population</th>
<th>38,483,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross domestic product</td>
<td>667,40 (billion US$)</td>
</tr>
<tr>
<td>Growth rate of GDP (%)</td>
<td>4.80</td>
</tr>
<tr>
<td>Average per capita income</td>
<td>17,300 (US$)</td>
</tr>
<tr>
<td>Inflation rate (%)</td>
<td>4.30</td>
</tr>
<tr>
<td>International agreements</td>
<td>CEFTA (Central Europe Free Trade Agreement), EU (European Union)</td>
</tr>
<tr>
<td>Customs duty</td>
<td>No duty for European Union countries</td>
</tr>
<tr>
<td>Electrical standards</td>
<td>IEC, CENELEC</td>
</tr>
<tr>
<td>Per capita consumption of plastics (kg)</td>
<td>61</td>
</tr>
<tr>
<td>Per capita consumption of rubber (kg)</td>
<td>7</td>
</tr>
<tr>
<td>Sources</td>
<td>PPCA, CIPAD report, IRSG (International Rubber Study Group), Italian Trade Commission, GTA</td>
</tr>
</tbody>
</table>

At current levels total polymer demand represents a consumption of 61 kg/capita compared with an average of around 88 kg/capita in Western Europe, although this represents a significant improvement, compared to 5 years earlier when its was only at 33 kg/capita and is well ahead of the average for Central and Eastern Europe of 45 kg/capita.

In 2006 nearly 2 million tonnes of plastics were processed in Poland. Out of this total, engineering
resins accounted for 5% of the demand at over 92,000 tonnes. Poland’s entry into the EU proved a boost to the economy which helped sustain polymer demand growth of over 7% between 2005 and 2006. Demand was strong across all sectors and applications but particularly packaging, appliances, consumer electronics and automotive.

The Polish plastics industry is the largest in the Central European region in terms of both production and consumption levels. Poland has enjoyed a very diverse polymer production base for the last three decades. All commodity thermoplastics are produced locally together with engineering thermoplastics such as PA, POM, and PTFE. Even so local production is insufficient to meet demand and Poland is a net importer of plastics raw materials.

The British Group

Images of the Pavilion in 2009

The cost of this stand package is approx. £150 per sqm. There is also an approx. £100 registration fee per each exhibitor

The BPF is dedicated to maximising the impact of UK Exhibitors at key trade shows. At Plastpol the BPF will be coordinating the UK Pavilion using a private contractor to build the stands and the British signage. The BPF has put together a cost effective stand package which will ensure the UK Plastics Sector a strong visual presence at the show.
Included in the stand package is:
Space and stand construction (white walls H250cm)
Fascia with company name on every open side (H15cm)
Floor Carpet
1 13 Amp, 220V plug socket
1 Spotlight per 2 sqm
1 Lockable Information Counter
1 coat stand
1 waste bin

1. Prices can vary with exchange rates, these prices do not include VAT.
2. The space and construction cost above is based on the stand package price.
3. If you are an independent exhibitor your costs may differ from those shown above.

The BPF has reserved a space of over 100 sqm for the British Pavilion in the Hall where all international pavilions are located.

Key Benefits To The Exhibitor

The UK Group is well located within the International Pavilion at the show – this acts as draw to visitors to the show.

The BPF will organise a pre-exhibition briefing with experts on the Polish market for the British Group exhibitors. There will also be networking opportunities out in market, giving UK companies the chance to meet up with potentially interesting contacts while out in Poland.

The BPF will provide media relations support ensuring coverage of the UK Group both in UK publications, and crucially those out in market. All aspects of the group participation will be promoted on BPF on-line (currently receiving in excess of 3000 hits per day) including detailed information on all companies taking part in the UK Group.

The BPF will be able to offer a large amount of project management support, assisting companies with travel and accommodation arrangements, warning companies of approaching deadlines and ensuring the smooth running of the stand construction.

At the show the British Plastics Federation will provide the group with additional services such as internet, refreshments and a hospitality area on the BPF stand. Staff will also be on-hand during the show to offer extra support to companies and offer assistance in communicating with local support networks, including British Consulate Commercial Staff, key Government contacts and local businessmen.

£450 Pavilion Management Fee (non-members)
£400 Pavilion Management Fee (affiliate members)
£350 Pavilion Management Fee (members)

Stand Services and Additional Items
All additional items not included in the above package such as compressed air, water, increased power supplies etc must be paid for by the exhibitor. Details of additional display aids and furniture etc available to hire will be forwarded to shortly.

**Hotel Accommodation**

The BPF is holding a group booking in Qubus Hotel, which is located 500meters from the train station (in polish Dworzec PKP) and within four kilometres of Kielce town centre.

Qubus Hotel Kielce houses a fitness room, a sauna and a steam room, and guests can enjoy local and international dishes in the hotel’s bright, contemporary restaurant. There is also a conference room with a range of audio-visual equipment, and those arriving by car will find parking available onsite. Further amenities include complimentary Internet connections, laundry facilities and a 24-hour front desk with a safe-deposit box.

The 90 guestrooms feature sleek, modern decor in soft neutral colours; all include air conditioning, complimentary Internet connections, satellite television and minibars

Krakow – 120 kilometres (76 miles)
Lodz – 129 kilometres (80 miles)
Warsaw – 170 kilometres (106 miles)

**Getting there**

Kielce town does not have an airport and the nearest 2 airports are in Krakow and Warsaw. There are direct trains from Krakow Glowny (main rail station in Krakow) which take 2 hours and from Warszawa (Warsaw) approx.3 hours. Polish phrases can come handy with purchasing a ticket, etc and can be found at the back of this info pack.

Train times can be found at the following web side:

[http://rozklad-pkp.pl](http://rozklad-pkp.pl)

**Insurance**

The BPF and UK Trade & Investment do not take any responsibility for exhibitors insurance. Therefore, each exhibitor is required to arrange his or her own comprehensive insurance.

**UK Trade & Investment Grants**

The BPF have secured a grant of **£1000** for UK companies wishing to attend Plastpol. Exhibitors applying for the support must meet the UK T&I definition of an SME plus match a definition of “**New to Export**” or **have not exported for more than 10 years**.

Mature SME exporters who do not fit within the above criteria i.e. they have been exporting for more than 10 years and have total exports above 25% of turnover, will still qualify for support if
they are seeking to participate in a **show where they have not taken part in the previous edition.**

**Definition of a Small to Medium Sized Enterprise (SME)**

UK Trade & Investment has adopted the European Union definition of an SME. This is a business, which meets the following criteria:

a) has less than 250 employees;
b) has an annual turnover not exceeding €50m
c) is independent, i.e. less than 25% of its capital or voting rights are owned by one enterprise, or jointly by several enterprises, which fail to meet any of the above points a) and b), although this threshold may be exceeded in the following two cases:

   i) if the business is held by public investment corporations, venture capital companies or institutional investors, provided no control is exercised either individually or jointly over it;

   ii) if the capital is spread in such a way that it is not possible to determine by whom it is held and the business can legitimately declare that 25% or more of it is not owned by one enterprise or jointly by several enterprises falling outside the definition of a SME.

**Definition of a New to Export**

During the past 12 months less than 10% of turnover resulted from proactive exports (i.e. sales to new overseas customers that have been actively identified by the business) **and** no more than 25% of turnover resulted from a combination of proactive and reactive exports. (Reactive exports would normally result from unplanned approaches from potential overseas customers and from UK-based third parties, or from overseas responses to UK-focused web sites).

Participants must correctly complete a TAP Exhibitor Grant Application Form and submit it via the BPF no **later than ten weeks** before the show.

Further details of the grant will be forwarded on request.

If you would like to receive further information please contact Justyna Jaworska,

BPF Events Phone: 020 7457 5001          Email: jjaworska@bpf.co.uk
MARKETING AND PUBLICITY SUPPORT

FROM BPF STANDS

National Pavilions are a focal point for many international visitors at Plastpol. The BPF will publish a UK Group Guide giving details of each of the companies in the UK Group. This will be distributed from the BPF stand at the exhibition and by companies exhibiting as part of the British Group. In addition on the BPF stand there will be a display board listing the companies in the UK Group together with their stand numbers. Members of the BPF Team will be at the Exhibition and will redirect any enquiries from potential customers to your stand.

THROUGH THE PRESS

As part of the service we offer to exporters in the UK Group, before and during the exhibition the BPF’s Media Relations team will promote your presence and the presence of the UK Group at Plastpol. During the exhibition, our aim is to achieve as much media coverage as possible for the UK Group.

At the exhibition the BPF staff will seek to arrange opportunities for UK exhibitors to network with members of the press in Poland.

SIGNPOSTING THROUGH BPF ONLINE

As a member of UK Group your company will automatically have an enduring entry on the Plastpol 2010 microsite on BPF Online (www.bpf.co.uk). This page will be signposted from the BPF home page.
FREIGHT FORWARDERS

The BPF has appointed two freight companies: Ltd and GBH Freight Forwarding Ltd. Each of them will forward relevant information to you once we have received your application forms.

Garcia Newell
Agility Logistics
Royal Court
81 Tweedy Road
Bromley BR1 1TW
Tel: 020 8461 8756
Fax: 020 8461 8866
Email: gnewell@agilitylogistics.com

Agility approach is simple. Logistics is about providing a service you can count on. Our team is focused on achieving a single goal of ensuring your goods arrive where you need them to be on time, every time.

Agility is a global company with over 550 offices in 100 countries around the world. We serve our customers through key business groups – Global Integrated Logistics (GIL), Defense & Government Services (DGS) and Investments.

Mark Saxton
GBH Exhibition Freight Forwarding Ltd
10 Orgreave Drive
Handsworth
Sheffield S13 9NR
Tel: 0114 269 0641
Fax: 0114 269 3624
Email: mark.saxton@gbhforwarding.com

GBH Exhibition Forwarding Limited was formed in 1976 by three professionals in the forwarding industry, Messrs Goldsmith, Blackmore and Hunter. Hence the company name!

Recognising the need for companies to be provided with a comprehensive service from door to stand, we quickly established ourselves as a leading player in this specialist sector of freight forwarding. In those years to date, we feel our longevity is testimony to our ability to adapt and provide the services that the export industry demands.

TRAVEL AGENT

The Appointed Travel Agent is DER Travel and they can help with the Hotel booking and travel plans. If you wish to book a room please contact…

Bindiya Verma
DER Travel
18 Conduit Street, London, W1S 2XN
Tel: 020 7290 1109
Fax: 20 7499 5779
Email: bindiya@tradefairs.co.uk
TERMS AND CONDITIONS FOR COMPLETION BY UK GROUP EXHIBITORS

There are three parties involved in the provision of the BPF’s UK Group at Plastpol 2010:

- the BPF co-ordinates and manages the UK Group participation at the exhibition in relation to all other parties listed;
- UK Trade & Investment, who administer the exhibitor grant funding for eligible companies;
- Targi Kilece who are the show organisers

These terms and conditions are necessary in order to protect all parties involved in the organisation of the UK group and to ensure eligibility for the exhibition grant funding. You will find below sets of terms and conditions for BPF and UK Trade & Investment.

PAVILION AND INDEPENDENT EXHIBITORS

Please read the enclosed information carefully and ensure that you are fully aware of the application process and all the terms and conditions.

TERMS & CONDITIONS OF PARTICIPATION FOR UK GROUP EXHIBITORS AT PLASTPOL 2010

Note: Before completing the Application Form you should read the conditions below. If you have any queries about these UK Trade & Investment Terms & Conditions or the Application Forms, please contact the Events Department, BPF.

1. In these conditions the term BPF means the British Plastics Federation. Exhibitor means the participating company on the BPF application form and includes all employees, agents or distributors. UK Trade & Investment is the Government Organisation that brings together the work of the Foreign & Commonwealth Office (FCO) and the Department of Trade & Industry (DTI) in support of British trade and investment overseas. SESA means Support for Exhibitions and Seminars Abroad. Supplier means companies contracted by the BPF to supply services pursuant to the BPF/UK Group.

2. Companies applying to exhibit as part of the UK Group can either take space within the Pavilion or can make their own arrangements for stand space. All terms and conditions apply to either option.

3. Unless expressly provided for in these conditions the exhibitor shall indemnify BPF against all claims, actions, demands or liability (including negligence) whatsoever and howsoever arising out of or in connection herewith or the supply of any services hereunder.

4. The exhibitor further undertakes to indemnify and keep indemnified the BPF against all costs, charges, expenses, legal costs, claims or losses of any nature suffered by BPF as a result of the exhibitors failure to comply with:

   a) Its contract with BPF
   b) UK Trade & Investment’s terms and conditions
   c) The terms and conditions of the show organisers

5. All stands must be in the name of a UK registered company.

6. Stand fees are comprised of rental of space, provision of a fully constructed stand with display aids as part of group of stands and are inclusive of administration charges.

7. Exhibitors must pay in full all invoices for stand fees as they fall due. Failure to do so may be regarded as a breach of this contract. In such case articles 17,18 and 19 of this contract apply – where applicable.
8. When applying for space and stand construction within the UK Pavilion all companies are required to comply in full with the terms and conditions as laid out by Targi Kielce, and UK Trade & Investment.

9. No additional construction to a Pavilion stand is permitted except by prior and written agreement from the BPF. Companies having received such agreement are themselves responsible for seeking quotes, commissioning and payment of additional construction to the stand.

10. If prices associated with space and construction vary by greater than 20% from those outlined in the quote provided with these terms and conditions, the BPF will undertake to seek the agreement of the applicant before enforcing the terms of this contract.

11. The BPF will make every effort to provide the size of stand requested within the Pavilion, but cannot guarantee in advance either the hall, position, configuration of stand or total area that can be provided.

12. Where it is necessary to offer an area varying by greater than 20% of the area requested, the BPF will first seek the agreement of the applicant.

13. If compromise cannot be reached, the applicant remains responsible for payment of the whole of the stand available, but the BPF will make all reasonable effort to find a replacement company.

14. Should it be necessary to allocate stands greater, or lesser than originally requested, the applicant must pay in full on receipt of invoice for additional areas. Similarly, the BPF will refund the difference in fees should a reduced area only be available.

15. All reasonable care will be taken in the allocation of space to companies to avoid inclusion of pillars and fire hydrant access point on stands wherever possible.

16. The BPF is unable to guarantee that it is able to offer sufficient space to satisfy the group requirements. Space will therefore be allocated strictly in order of receipt of applications.

17. Where there is insufficient space to be able to confirm allocation of a stand, the applicant company will be refunded stand and/or stand booking fees in full.

18. Exhibitors withdrawing from the Pavilion after the BPF is committed to payments on the applicant’s behalf will forfeit their stand fees (see point 4) in full unless a replacement company can be found.

19. The BPF will make every effort to find replacement exhibitors, but is not liable, nor can guarantee to do so.

20. Where an exhibitor can be found the BPF management fee or deposit received will be retained to cover the additional administration costs incurred.

21. The BPF undertakes, on behalf of the exhibitors, to forward all applications for exhibition grants to UK Trade & Investment. Grant application forms and UK Trade & Investment terms and conditions of support are available on request from the BPF.

22. The BPF is not able to guarantee that any exhibitor will receive UK Trade & Investment support.

23. An exhibitor remains responsible for their own compliance with the UK Trade & Investment exhibition Terms and Conditions. The BPF accepts no responsibility for any non-compliance action by UK Trade & Investment.

24. Where it is not possible to confirm that an exhibitor is eligible for UK Trade & Investment support in advance of contracting for payment, or in instances where a company may have UK Trade & Investment support withdrawn after the BPF is contracted for payment on behalf of an exhibitor. The company (applicant) will remain liable to pay for the full cost of providing the stand allocated to that company.

25. The BPF will not authorise payment of any UK Trade & Investment grant monies for any company that has not previously paid stand fees and invoices for provision of services in full to the BPF or its suppliers.

26. Synopsis of UK Trade & Investment Terms and Conditions for companies in UK Trade & Investment supported exhibition joint venture groups:
26. The BPF may be held liable for ensuring that your company, your personnel, or exhibits are adequately insured against all risks.

27. In submitting this application, the exhibitor shall ensure that it has full insurance cover against accident, injury, loss or damage of any nature including public and product liability. Exhibitors will be liable for third party claims arising from their own stand fittings and for their proportion of the stand construction. The exhibitor shall also comply with any requirements of BPF, the exhibition organiser and any applicable law in this regard.

28. No damage may be caused to a Pavilion stand, or display aids supplied, particularly by the use of nails, or tacks for attaching panels to the stand walls.

29. If damage is so caused, companies will be charged the full cost of replacement of the damaged items.

30. Companies are forbidden to further embellish the fascia panels of their stands by use of unauthorised additional graphics, or display aids.

31. Companies are requested not to promote their presence and exhibits in a manner likely to cause offence, or nuisance to other exhibitors, or in contravention of the organisers' terms and conditions of participation.

32. From time to time, the BPF may appoint service companies to offer group freight, travel, accommodation, promotion and other services as may be thought in the interest of the exhibiting companies. Where the BPF makes such appointments, exhibitors are free to make use of the services of such companies at their own risk. Such appointments are made in the interest of reducing individual costs for joint venture participants. Companies are not obliged to use such services.

33. The BPF cannot accept responsibility for the performance, actions or negligence of contractors appointed by exhibitors.

34. Where an event is postponed or cancelled for reasons beyond the control of the BPF, all reasonable effort will be made to reclaim any fees from the organisers and/or contractors, and to refund such fees, net of any administration charges incurred by the BPF.
35. The BPF reserves the right to raise a surcharge on stand fees, in the event of significant currency fluctuation.

36. Each company must pay the BPF management fee on the due date. The management fee applies to all companies exhibiting within the UK Group whether they are exhibiting on the Pavilion or independently. Companies exhibiting as part of the UK group but with no UK Trade & Investment support are also obliged to pay the management fee. The management fee is non-refundable. The management fees are as follows...

Management Fee:
- Group co-ordination - Member £350
- Group co-ordination – Affiliate Member £400
- Group co-ordination - Non Member £450

37. In signing these Terms and Conditions, your company agrees to be bound by these and Terms and Conditions, those of the Show Organiser and those of UK Trade and Investment if applicable.

38. Force majeure - BPF shall be entitled, without liability on its part and without prejudice to its other rights, to terminate a contract or any unfulfilled part thereof or, at its option, to suspend or give partial performance under it, if performance by BPF or by its suppliers is prevented, hindered or delayed whether directly or indirectly by reason of any cause whatsoever beyond BPF’s or its suppliers reasonable control, whether such cause existed on the date when the contract was made or not.

PLEASE FAX TO 02074575045, POST TO BPF 6 BATH PLACE, EC2A3JE, LONDON OR EMAIL TO jjaworska@bpf.co.uk

Total Space required (at approx £150 per sqm) *

£150 consists of 420 PLN for space only + €30 for stand construction incl British Pavilion stand enhancement sponsored by UK T&I)

+ 

British Group Management Fee:
- £450 (Non- BPF Member)
- £400 (BPF Affiliate Member)
- £350 (BPF Member)

TOTAL COST: ________________________________

COMPANY NAME

Your Name ________________________________ EMAIL

Address

Phone

Signature ________________________________ Date