

**Zakład Produkcyjno Handlowy**



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# AGENDA

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# History

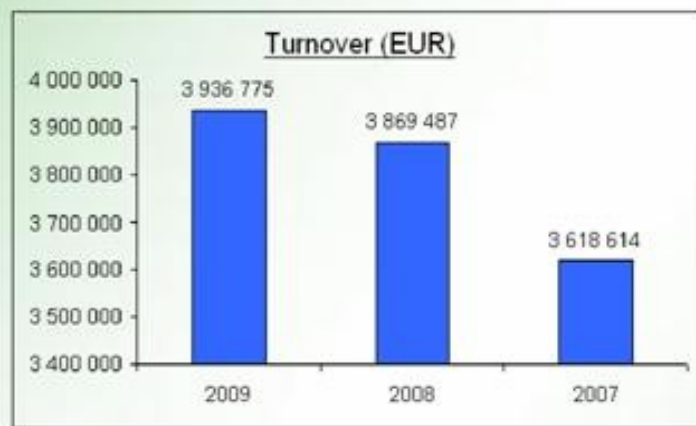
The company begun its business activity in **1989**. First products offered were transparent jar pegs. A year later the offer was expanded by coloured screw tops. In **1991** we started making first plastic bottles. Ever since the fleet of our machines is regularly upgraded and modernised.

In **1994**, in order to meet the rising demand, the headquarters and the production site was moved to much bigger facilities. Continuous successful cooperation with our customers in **2001** have resulted in opening a daughter company in Radeck near Wroclaw. That branch is mostly responsible for supplying customers in West and Central Poland.

In **2003** we expanded production by adding PET technology products. At first we were focusing on bottles for chemical products, however since **2005** we also supply packaging for food industry, mostly dairy products.

# Facts and Figures

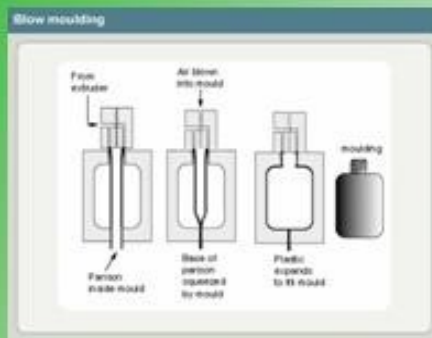
Currently we have about 25% market share of dairy packaging, about 20% for ketchup and other souses bottles, about 15% of nutrition products and 10% of car chemistry packaging market.



The above diagram shows the turnovers recorded over several previous years. The increased business activity resulted in increase of permanent contract workers from 49 in 2007 to 61 in 2009. The production capacity is spread between two production sites. One in Wlostowice near Cracow, accounts for about 80% of the capacity, and there are the Headquarters of the company. The other site is located in Radeck near Wroclaw.

Our operations and production processes comply with ISO9001 standards. We introduced it in 2001 and the certificate was renewed in 2008.

# Production Capability



In production process, all hollow containers are made using blow moulding technology (illustrated on the diagram). All solid elements, like caps and closures, are made using injection moulding technology. Then

the PET containers are made using the conjunction of those two technologies.

At the moment we have a couple dozen blow moulding machines that are able to process into plastic packaging up to 2 400 000 kg of granulates a year. This approximately corresponds to:

29 700 five litre bottles a day\*; or  
36 000 two litre bottles a day\*; or  
400 000 one litre bottles a day; or  
550 000 half a litre bottles a day; or  
600 000 third of a litre bottles a day;

*\*Not all of the machines produce as large containers as two or five litres*

The maximum output of packaging with smaller capacities will largely depend on the shape of it. More precisely on how many sockets can be placed on one mould.

The number and efficiency of injection machines is sufficient to secure production of closures for our jars, bottles and other containers with spare capacity.



# Customer Base

Examples of our most recognisable customers are:



BP Poland



Develey



Nestlé



Trade with the above customers counts for about 25% of our turnover. About 74% of our sales is made to a well established companies in food and diary industry and household chemistry as well as car chemistry industries. The remaining revenues usually come from one-off sales of standard designs and from customers who use our products for internal purposes.

# Products

Our company is a producer of a wide range of packaging. Among those are containers for specific products as well as standard designs with a number of applications.

## ***Fodder and birdseed***

(from 40 to 1200 ml)



## ***Nutrition Powders***

(from 125 to 6000 ml)



## ***Milk and Dairy***

(from 175 to 1000ml)



## ***Car Chemistry***

(from 300 to 5000 ml)



# Products

Our company is a producer of a wide range of packaging. Among those are containers for specific products as well as standard designs with a number of applications.

## ***Ketchup and other souses***

(from 250 to 1000 ml)



## ***Household Chemistry*** (from 125 to 6000 ml)



## ***Cosmetics***

(from 200 to 1000ml)



## ***Other Industries***



The catalogue of all products available on [www.ader.com.pl](http://www.ader.com.pl)

# Summary

Ader is producer and distributor of variety of plastic bottles, jars, canisters and other containers. The capacities of which ranges from 40 ml to 5000 ml. The materials used are Polypropylene, Polyethylene and Polyethylene Terephthalate.

There are over 100 products in our offer. Majority of them are our designs that can be found on store shelf in Poland as well as all around Europe. However we also are open on designing new products to satisfy and exceed customer's individual needs and expectations.

During creation of new products we cooperate with best design studios and mould producers. A result of that are multiple successful introductions of new products and redesigns of already existing packaging.

We are very keen on expanding our customer base, and we will be more than happy to provide you with information that will help asses whether ADER is a suitable business partner to your company. You are very welcome to visit and audit our company at any time convenient to you.

Our motto is: ***Our packaging of your success.***

We are looking forward to hearing from you.