Incorporates over **60 companies, universities and scientific-research units** acting in wood and energy industry.

We all take advantage of the **experience and longlasting cooperation** among producers, engineers, technologists, constructors, experts, assembly teams, advisors and architects.
We’ve been acting since 2007 on the basis of agreement, fulfilling series of collective investment, productive and research - implementing enterprises.
CLUSTER STRUCTURE

Local Government Units

Companies

Scientific Units

Business Environment Institutions

Scientific Research Institutions
DUTY OF PWC COORDINATOR

POLISH WOOD CLUSTER Coordinator:

AGENCY FOR ENTERPRISE DEVELOPMENT Ltd.,
Represented by President of the Board, Mrs. Iwona Gawęł

Integrating function towards PWC members.
Leading function.
Initiating function.

Coordinator does not act for its own profit in the range of PWC.
The profit, if emerges, will be spent for PWC development purposes.

Responsible for:
✓ Cluster targets implementation,
✓ Information flow inside the Cluster,
✓ Gaining the external means for its operation,
✓ Creation of equal conditions for the partners in Cluster,
✓ Representing the Cluster towards external entities,
✓ Administrative, productive and investment activities coordination.
OUR SUCCESS IS BASED ON

→ **Scientific knowledge transfer** and application at the industrial operation conditions

→ **Experience exchange** and perennial **cooperation** among the entities acting inside the Cluster

→ **Information flow perfection**

→ **Enhancement of competitiveness** outside and **cooperation** inside the Cluster
POLISH WOOD CLUSTER BUSINESS TARGETS

- Gaining lower production costs, ecological solutions for PWC members,
- Cost limitation and making real the implementation of the solutions in gaining energy from renewable sources, wood waste utilization, biomass usage,
- Growth of the income from production, research and services lead in PWC,
- Profit from PWC’s activity spent on farther research and Cluster investments development.
CHALLENGES FOR POLISH WOOD CLUSTER

Following the technological progress by creation and absorption of new solutions

Cooperation with other entrepreneurs network development in order to reduce the production systems optimalization cost

Position strengthening on the international markets by business activity internationalization

Systematic investing in research - development works
TOGETHER WITH POLISH WOOD CLUSTER IS EASIER

• We create a strong appearance outside (joint promotion, distribution channels, logistics)

• We simplify an approach to the experts in wood and energy industry as well as scientific – research laboratories, we help with devices’ designing and deliveries

• We care for qualification and skills improvement of companies (and their employees) inside PWC by taking part in workshops, conferences, investigations and an access to the e-learning platform

• We help to receive the money from national and foreign funds
FINANCING THE ACTIVITY OF PWC

- Fees,
- Accession fee,
- Internal sources: credits, loans,
- External sources: credits, EU financing,
- Productive and service activities income,
- Gaining the external investor.
INVESTMENT COMPONENT

• Subject of the project includes the investment part:
  ✓ PWC’s head office construction (boardrooms, lecture theatres, office rooms),
  ✓ Laboratory,
  ✓ Exhibition room,
  ✓ Shop floor.

• Infrastructure (coming to existence) and services offered by PWC’s Coordinator will be obtainable equally for all partners at preferential rules.

• Service or device usage evaluation formula will be based on market prices. PWC will be granting a 40 – 60% discount as a *de minimis* aid for the PWC partners.
TRAINING – ADVISORY COMPONENT

Services for PWC partners from 2010 to 2015:
• 31 national and international conferences for relation participants,
• 175 corporations engaged in project implementation (25–30 companies yearly),
• 18 information – promotion international undertakings,
• 68 courses, workshops, trainings, visits,
• 52 advisory services for relation participants,
• 1200 members making use of schooling in 2010 – 2015.

Participation rules:
Coordinator funds 45% of training cost – rest is paid by relation participants.
Discount is perceived as a de minimis aid.

Subject matter:
• Compatible with participants’ expectations,
• Based on the annual schedule of conferences and trainings (set down by participants),
• Regards actual and coming tendencies for wood and energy sector, implementation of the behaviour models on the new technologies sales market and accommodation for coming customers’ needs and expectations.
POLISH WOOD CLUSTER’S OFFER

• “Ready to move in” investments realization, by elaboration of the construction and technological projects, completing and assembling the devices:

  ✓ In the range of thermal energy (obtained from biomass) systems construction, particularly highly efficient cogeneration with ORC turbine
  ✓ In the range of storing, mechanical and pneumatic transport, flaking and drying (using a waste heat) of biomass systems construction,
  ✓ In the range of dust collection and filtration systems construction,
  ✓ In the range of briquetting and pelleting systems construction,
  ✓ In the range of thermal wood processing with ThermoWood technology
• Agrobiomass cultivation advisory,

• Waste management and environmental protection law regulations advisory,

• Economic and financial advisory in the range of investment realization,

• Research – development labors at Cluster’s laboratory in the range of energetic usage of biomass,

• Floor board, briquette, pellet and wood (dry or processed with ThermoWood technology) articles production (production range and implementation from 2013)
Production cycle of the investment being under construction

- Sawmills
  - Floor production
  - Waste
  - Thermal energy
  - Heat for central heating
  - Boilers
  - PWC + ŹPP + Investors

- Briquette production
  - Waste
  - Dry waste
  - Thermal energy

- Cogeneration
  - Thermal energy
  - Electricity
  - Heat for central heating

- Power plant
  - Thermal energy

- Biomass drying
BUSINESS SPECIALIZATION vs. ACTIVITIES WITHIN PWC

Cluster Partners (with a support of the experts) will be perfecting and testing:

- Combustion efficiency of the furnaces, emission and calorificity of biomass,
- Burners for pellets used in heating installations for households,
- Biomass and briquette industrial furnaces,
- Innovative wood articles achieved with modern techniques of drying, sanding and varnishing,
- Dust collection from the machines and manufacturing lines in furniture, windows and chipboard factories with the use of modern filtration systems,
- Quest and testing the new raw materials superseding or completing the biomass (agrobiomass).
Thank you for your attention

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