Małopolska
Furniture industry, joinery, interior furnishing

The objective of the project is to directly promote the economic potential of Małopolska on the international scene, improve the competitiveness of regional companies on foreign markets and support foreign investments in Małopolska.

The measures of the “Power up Your Business in Małopolska” project include participating in trade fairs abroad, organising trade missions and regional workshops, issuing publications and creating a modern information system for the entrepreneurs of Małopolska.

We combine the potential of our institutions: Małopolska Agencja Rozwoju Regionalnego S.A. (1993): the largest regional business institution implementing entrepreneurial support programmes and EU projects, offering financial instruments to implement business projects, providing services for investors and conducting international promotion activities. www.marr.pl

Krakowski Park Technologiczny sp. z o.o., managing the Special Economic Zone in Małopolska, creating modern aid systems (incubator, seed capital, clustering, etc.), primarily for ICT companies. www.kpt.krakow.pl

“Kraków – Nowa Huta Przyszłości” S.A., managing the largest investment area in Kraków, acting in the area of logistics projects, new technologies, recreation and leisure, urban planning and development of post-industrial areas. www.knhp.com.pl
I. MAŁOPOLSKA: between tradition and modernity

The Małopolska (Lesser Poland) Region, together with Kraków, the historical capital of Poland, is one of the most recognizable regions in Europe. Exceptional wealth of the natural environment, monuments and historical heritage known around the world, such as Kraków’s Old City and the Jewish district of Kazimierz, the Salt Mines in Wieliczka and Bochnia, the Auschwitz concentration camp, attract 10–12 million visitors every year.

The city is also an academic and scientific hub. Every year, approx. 200,000 young people study at Małopolska’s universities; research work is conducted in over 100 R&D institutes, in domestic and foreign companies.

Modernity based on the best traditions of the Polish business is also applied here in innovative technologies for the construction industry. This is one of the fastest growing sectors of the region’s economy. In this way, the achievements of Kraków’s engineering schools are used to meet the challenges faced by the markets, address the demand for environment-friendly and energy-efficient technologies that are used in broadly defined construction processes.

We encourage you to read on and contact the Business in Małopolska Centre.

I.1. Basic data about Małopolska

Basic data of the Małopolska Province are as follows:

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2014)</td>
<td>3,382,3</td>
</tr>
<tr>
<td>Surface</td>
<td>15,108 km²</td>
</tr>
<tr>
<td>Population density</td>
<td>222 people per km²</td>
</tr>
<tr>
<td>Entrepreneurship</td>
<td></td>
</tr>
<tr>
<td>Number of companies</td>
<td>372,3 thousand</td>
</tr>
<tr>
<td>• private companies</td>
<td>97.7%</td>
</tr>
<tr>
<td>• micro-enterprises (&lt;10 employees)</td>
<td>95.5%</td>
</tr>
<tr>
<td>• industrial companies</td>
<td>8830</td>
</tr>
<tr>
<td>• companies with foreign capital</td>
<td>810</td>
</tr>
<tr>
<td>GDP per capita (2013)</td>
<td>PLN 39,824.00 (approx. EUR 9600.00)</td>
</tr>
<tr>
<td>Average gross salary in the business sector</td>
<td>PLN 4516.68 (approx. EUR 1,100)</td>
</tr>
<tr>
<td>Share in Polish GDP</td>
<td>7.7%</td>
</tr>
<tr>
<td>Share in Polish export</td>
<td>4.8%</td>
</tr>
<tr>
<td>Share in Polish import</td>
<td>5%</td>
</tr>
<tr>
<td>Unemployment rate (September 2016)</td>
<td>Kraków: 3.7%</td>
</tr>
<tr>
<td>Małopolska: 6.6%</td>
<td>Poland: 8.2%</td>
</tr>
<tr>
<td>Economic activity rate according to the Labour Force Survey (LFS)</td>
<td>51.5% (Poland: 51.9)</td>
</tr>
<tr>
<td>Employment rate according to LFS</td>
<td>7.2% (Poland: 7.5)</td>
</tr>
</tbody>
</table>

Małopolska and the historical city of Kraków are also one of the most important university and science centres in Poland. Over 180,000 people study at 32 universities in Małopolska (2015). Kraków’s universities: the Jagiellonian University, the AGH University of Science and Technology, the Tadeusz Kościuszko University of Technology, the Cracow University of Economics and the Agricultural University of Kraków are among the best tertiary education units in Poland and in Europe. Scientific, research and development activities are pursued by over 100 scientific institutions,
workshops and laboratories. Małopolska is also the seat of such institutions as the National Research Institute of Animal Production, the Foundry Research Institute, the Institute of Advanced Manufacturing Technology, the Institute for Chemical Technologies for Environmental Protection, the Institute of Urban Development, the Life Science Cluster and many others.

Vital transport routes of Central Europe intersect in Małopolska. The second largest international airport Kraków-Balice handles around 5 million passengers a year. A good network of road connections with Małopolska’s neighbours, i.e. Slovakia in the south (approx. 80 km), the Podkarpackie Region and Ukraine in the east (approx. 250 km), the Śląsk (Silesia) Region (70 km) and Germany (approx. 400 km) in the west, the Świętokrzyskie Region (60 km) and Warsaw (270 km) in the north make the region a good place for logistic, warehouse and service investments.

1.2 Support for entrepreneurship

As part of support for entrepreneurship, multiple business environment organisations operate in Małopolska:

**Local development agencies and institutions:**
- Małopolska Regional Development Agency
  www.marr.pl
- Business in Małopolska Centre
  www.businessinmalopolska.pl
- Western Małopolska Development Agency
  www.armz.pl
- Tarnów Regional Development Agency
  www.tarr.tarnow.pl
- Nowy Sącz Regional Development Agency
  www.sarr.com.pl
- Rabka Regional Development Foundation
  www.frrr.pl
- Myślenice Economic Development Agency
  www.marg.myslenice.pl
- Provincial Environmental Protection and Water Management Fund in Kraków
  www.wfos.krakow.pl

**Industrial chambers, economic associations:**
- The Cracow Chamber of Commerce and Industry
  www.iph.krakow.pl
- Western Małopolska Business Centre
  www.cbmz.pl
- Jurassic Economic Chamber
  www.jig.krakow.pl
Cultural services are provided by numerous institutions ensuring the high quality of the cultural and artistic offering of Małopolska — theatres: Juliusz Słowacki Theatre, Helena Modrzejewska National Stary Theatre, Ludowy Theatre, Ludwik Solski Theatre in Tarnów, Witkacy Theatre in Zakopane; museums: National Museum, Ethnographic Museum, Archaeological Museum, MOCAK Museum of Contemporary Art and the Museum of Japanese Art and Technology. The region is famous for important cultural events: Sacrum Profanum festival, International Book Fair, Screen & Sound festival, Digital Dragons video game festival, film festivals, plastic arts festivals, musical festivals, multimedia festivals, etc.

The following projects critical to the development of Małopolska are going to be implemented in the next few years:
- renewal and expansion of the S7 route (northern direction),
- continued expansion of the Kraków-Zakopane route (southern direction, towards the border with Slovakia), Lubień–Rabka section,
- refurbishment of the Katowice–Kraków rail connections (western direction),
- expansion of the International Airport Kraków–Balice,
- expansion of the Kraków suburban railway network.

As part of the Regional Operational Programme for Małopolska for Years 2014–2020, the region may count upon EUR 2.776 billion from the European Union budget. It should increase the region's GDP by approx. 1.04% (in comparison to the base scenario) and enhance investment outlays by approx. 4.3% (almost PLN 10 billion)

Under RPO WM (www.rpo.malopolska.pl), the following priority axes are supported with EU funds:
- KNOWLEDGE ECONOMY
- DIGITAL MAŁOPOLSKA
- ENTREPRENEURIAL MAŁOPOLSKA
- REGIONAL ENERGY POLICY
- ENVIRONMENTAL PROTECTION
- REGIONAL HERITAGE
- TRANSPORT INFRASTRUCTURE
- LABOUR MARKET
- SOCIALLY COHESIVE REGION
- KNOWLEDGE AND COMPETENCES
- REVITALISATION OF REGIONAL SPACE
- SOCIAL INFRASTRUCTURE

The most important sources of funding of the development of businesses in Małopolska include:

Also, there is the “International activity of Małopolska SMEs” programme that co-fineses product promotion on foreign markets, participation in foreign fairs and trade missions and preparation and implementation
of export strategies; the amount of the funds is EUR 10 million until 2020 (Priority Axis 3, “Entrepreneurial Małopolska”, measure: “Internationalisation of Małopolska Economy”, sub-measure 3.3.2 of the RPO WM 2014–2020 programme).

The program “Research and development projects of businesses” (Priority Axis 1 “Knowledge economy”, measure 1.2 “Research and innovations in businesses”, sub-measure 1.2.1, Regional Operational Programme of the Małopolska Region 2014–2020); as a part of this measure, support will be provided to undertakings aimed to perform research and development projects, development of research and development infrastructure, strengthening of cooperation of micro-, small, and medium-sized businesses with the R&D sector on small-scale projects receiving support in the form of innovation vouchers. The sum earmarked for this type of activities is 100 million euros. www.rpo.malopolska.pl

Furniture manufacturers can also benefit from government support as part of the programme “The Economic Support Based on Polish Production Brands” https://www.mr.gov.pl/strony/zadania/wspolpraca-miedzynarodowa/wspolpraca-gospodarcza/promocja-eksportu/

I.4. Direction and trends in the development of Małopolska’s economy

In 2015, the gross financial result of companies in the region increased. Total revenues from operations compared to the previous year increased by 5.3% and the tax-deductible expenses increased by 5.1%, which resulted in an improvement of the expense level ratio – during the year, it decreased by 0.2 percentage point to 94.7%. The profitability of sales of products, goods, and materials also increased (from 4.7% in the previous years to 4.9% in 2015), and so did the profitability of gross turnover (from 5.1% in 2014 to 5.3% in 2015) and net turnover (from 4.5% to 4.7%).

In 2015, an increase in investment outlays was observed. In 2015, investment outlays on new assets and improvement of existing ones, made by businesses with registered offices in the Małopolska Region, were 10.5% higher than those recorded a year earlier. Purchase of machines, technical equipment, and tools constituted 46.4% of investment outlays: 39.3% were spent on buildings and building structures and 13% – on means of transport.

In 2015, Małopolska companies maintained export relations with over 200 countries around the world. The value of export of goods and services reached approx. EUR 8.5 billion. This puts Małopolska in the sixth position in Poland and shows still-unused potential for further development. As of now, the value of export in our region is three times higher than in Wielkopolska (Greater Poland) and in Śląsk (Silesia). As assessed by experts, greater activity in foreign markets located nearby, i.e. in neighbouring Slovakia, Czech Republic,
Hungary and Ukraine, could offer a breakthrough. Małopolska’s export is dominated by small and medium-sized enterprises. The average value of export transactions of one company amounts to several million euro.

The majority of entrepreneurs believe that a real test for their goods and services is the Western European market. Almost 60% of entrepreneurs plan to expand their activities onto this market. It is hardly surprising as the most important recipients of Małopolska’s companies include the German market (EUR 2 billion), the British market (EUR 593 million), the French market (EUR 648 million) and the Italian market (EUR 485 million). In Central and Eastern Europe, main trade partners are located in the Czech Republic (EUR 741 million), Slovakia (EUR 486 million), Ukraine (EUR 189 million) and in Lithuania (EUR 131 million). The dreamed-of American market offered revenues worth of EUR 198 million.

New export directions include Far and Middle East (18%) and Africa (14%). On the other hand, the opinion about markets of Eastern Europe that do not belong to the European Union and countries of Central Asia is changing. It is estimated that low prices are decisive on these markets, whereas technological contribution, quality requirements and competitiveness resulting from innovation are of lesser importance. Meanwhile, Polish companies have made significant investments in these elements of production and the price factor as such is not of major importance. In the context of these dilemmas, it is also necessary to mention the constantly decreasing level of export to Russia (EUR 142 million), which has recently dropped by a subsequent 3%.

The most important export goods from Małopolska include food products, metal and rubber products, plastic products and wooden products (including woodwork and furniture). Subsequent places in the ranking are occupied by machine products and chemical products. Goods from the IT sector, i.e. software and computer games are increasing their share in export. Małopolska is practically a monopolist in the export of car radiators – the entire range of offer of these products derives from our region.

In the recent years, the export value of goods of lesser significance in the total scale of export grew, i.e. export of pearls, gems, precious metals and products grew by 51%, export of live animals and animal products grew by 20%, export of furniture, prefabricated products and toys grew by 16%. In the case of key products, i.e. machines and plant and electrical and electrotechnical equipment, the value of exports increased by 6%.

In Małopolska, the value of exports decreased in the case of products of natural origin – 44% in the case of fats and oils, 14% in the case of plant-based products, 4% in the case of wood-based products, 1% in the case of stone, ceramic, and glass products, and in the case of transport equipment (3%).

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1 Data provided by the MAŁOPOLSKA REGIONAL DEVELOPMENT OBSERVATORY https://www.obserwatorium.malopolska.pl
I.5. The furniture industry in Poland

Poland is the fourth largest exporter of furniture in the world (after China, Germany and Italy); the value of Polish furniture manufactured in 2016 was nearly PLN 42.5 billion, of which 41.7 billion was exported abroad. In 2017, the value is expected to rise to approx. PLN 45 billion. In terms of production capabilities, Poland ranks 10th in the world. Taking into account the export volume, counted in kilograms, Poland ranks 2nd in the world, after China – according to furniture market analysis company B+R Studio. However, only 20% of Polish manufacturers create their own brands – such as Ludwik Styl, Forte, Kler, BRW and Nowy Styl – while 80% manufacture customer-provided patterns, carrying out projects commissioned by western partners. An example of this is the Swedish IKEA, which manufactures furniture worth approx. PLN 4 billion annually in Poland. Foreign companies situate their production in Poland due to beneficial geographic location, as well as easy and still competitive access to raw materials and qualified employees.

According to data from the Polish Chamber of Commerce of Furniture Manufacturers (OIGPM), the Polish furniture industry exports products to all European markets, as well as to most countries outside of the EU. The most important markets are Germany (36%), the United Kingdom (approx. 8%), the Czech Republic (approx. 6%) and France (5.9%). Outside of the EU, the top ten includes Russia and the United States.

Polish manufacturers specialise mainly in the production of furniture from wood-based board for living rooms and dining rooms. Upholstered furniture, including armchairs, sofas, couches and sofa-beds make up more than 20% of the production. We also have specialised companies that manufacture stadium seating and furnishings for spectacle halls. Significant production increases were noted in the wood kitchen furniture sector (growth of 36% in 2016), wood bedroom furniture (growth of approx. 25%), as well as table and living room furniture.

The furniture industry in Poland includes approx. 24 thousand companies. Of this number, about 100 are large enterprises, employing more than 250 people; approx. 350 are medium businesses (50–250 employees) and approx. 1500 are small businesses (10–50 employees). The rest are micro-businesses. The sector constitutes approx. 2% of the Polish GDP.

I.6. The furniture industry in Małopolska

The production of furniture in Małopolska confirms the general tendencies that apply to the whole country. In the last 10 years, industrial production sold in the furniture production division doubled from PLN 464.1 million in 2005 to PLN 801.2 million in 2015. Employment in the sector dropped slightly in the recent years, from 5146 people in 2010 to 4499 people in 2015.

Additionally, the furniture sector has strong foundations in the craftsman and production traditions of the region, creating specific products characteristic of Małopolska. There are two primary regions that cultivate these furniture-making traditions: the region of the town of Kalwaria Zebrzydowska and the foothill areas, with Podhale in the lead.

Kalwaria Zebrzydowska – the furniture basin

The Kalwaria furniture-makers have been known for centuries. The region owes its rich
furniture tradition to Krakow voivode Mikołaj Zebrzydowski, who became the founder of a Calvary sanctuary in Kalwaria Zebrzydowska by the power of an Act of Foundation from 1602. The expansion of the sanctuary, which lasted until the 18th century, was an enormous undertaking at the time, requiring the hiring of a large number of woodworkers and other craftsmen from all around Poland, as well as from abroad. This was the beginning of the incredibly rich craftsmanship tradition of the region.

In 1885, the first guild organisation was established, and in 1887, the National Woodworking School. From 1955 to 1999, over 10000 students received their apprentice diplomas in Kalwaria. In the 1930s, the first Kalwaria Trade Fair was organised, and in 1938, the first trade pavilion dedicated to furniture was constructed (at Mickiewicza 2), while the second was constructed in 1985, on Jagiellońska Street. Presently, the Kalwaria Guild of Handicraft brings together 280 woodworking companies, 46 upholstery companies, 123 shoe upper manufacturing companies and 44 companies of different industries.

The two industry pavilions have year-round exhibitions presenting approx. 110 furniture exhibits http://meble.kalwaria.pl/. The region of Kalwaria Zebrzydowska (Wadowice District) is also the site of investments by enterprises in the furniture-related industry: companies offering machines for furniture manufacturing and woodworking, furniture fittings (hardware, locks, furniture systems), upholstery fabrics, etc.

The furniture production uses the latest technologies and materials that are the peak technological achievements. The small workshops, often run by families, are able to meet all customer requirements. More and more often, complex furnishings for homes, offices and all kinds of institutions are made with original projects and using the services of interior designers.

Highlander furniture
Małopolska highlander furniture is derived from the traditional designs of the Carpathian region (the Beskid, Pieniny, Gorce and Tatra Mountains), using local natural resources (pine wood), combining practical simplicity and functionality with a unique local design. The furniture is often hand-carved with typical plant and geometric motifs used in the mountain and foothill regions. Currently, manufacturers of “highlander” furniture try to combine traditions, style and modernity.

The Zakopane style (Podhale) has a rich historical tradition. It was popularised by writer and art theorist Stanisław Witkiewicz (1851–1915). The tradition of Podhale furniture design is maintained by one of the oldest (1876) art vocational schools in the region: The A. Kenar School of Art in Zakopane, www.zsp-kenar.pl.

Similar values are represented by manufacturers of furniture and interior furnishings (fabrics, lighting, woodworking, etc.) from the region of Nowy and Stary Sącz, Limanowa, Krynica, Szczawnica and Zawoja. Highlander furniture finds clients among individual purchasers, as well as the owners of restaurants, inns and hotels in the southern part of the region.
I.7. Interior furnishing

Every year, Krakow hosts fairs, congresses, and symposiums devoted to woodworking, furniture making and interior furnishings. Among exhibitors who accept their invitations are those from such industries as insulation, heating and air conditioning and ventilation systems, installation systems, wood products – walls, ceilings and floors, water drainage systems, electronic security and monitoring equipment systems, home spa and wellness, interior furnishing and finishing, furniture, lighting, design, services (design, supervision and investment services, etc.).

This sector is of enormous importance in the sector, among others due to the dynamic investments in the residential and office sectors in Krakow and Małopolska. In 2016, an average of 230 housing projects were carried out in the metropolitan area of Krakow. The total area of office real estate in Krakow is estimated at 800 thousand m² (second place in Poland); in 2016, the increase of office space was estimated at 140 thousand m² and in 2017, it is expected to reach 200 thousand m² of modern office space.

The dynamic development of office and residential investments has a direct impact on the demand for and development of broadly understood building management technologies, ecological heating and energy systems, to a broad range of furniture, lighting techniques, decorative items, paints, appliances, etc.

II. Małopolska and Krakow – design traditions and examples worth remembering

The development of the furniture market was significantly affected by the community of Krakow designers, coming mainly from the Faculty of Industrial Design at the Krakow Academy of Fine Arts – the oldest Polish faculty that educated staff in this specialisation. Industrial design is primarily associated with the design of pretty objects. However, in reality, the task of the designer is not only to ensure the aesthetic aspect of the object, but also to find the best functional, construction and material solutions, adapted to the needs and demands of the customer. From the very beginning, Krakow’s Industrial Design, under the influence of strong personalities of the Faculty’s founders, particularly Professor Andrzej Pawłowski, placed particular emphasis on the social mission of design and the responsibility of the designer for the entire “life cycle” of a product, beginning with the very sense of its existence through functioning in the market, the process of use, to the question of its being used up or reused. In 2014, on the occasion of the 50th anniversary of the Faculty, an exhibition was organised, presenting the best designs created between 1964 and 2014. The pioneering teaching program combined the principles of both Bauhaus and the Warsztaty Krakowskie group. The presented designs were made reality, including a Zelmer vacuum cleaner, labels
for the famous Żywiec beer and the visual identification system for the Krakowski Kredens company. The designs were appreciated abroad and their authors won prestigious awards, including the famous Red Dot Award (the Comma chair by Renata Kalarus and the cash register by Piotr Chojny and Ergo Design). One of the most interesting designs was the Avionaut children’s car seat, designed by a team of designers and aviation engineers. Another design was the Massada Eyewear brand, referring to eyewear designs that are a modern interpretation of the fashions of the 1930s and 40s. Http://wzornictwozkrakowa.pl/2+3D quarterly. Since 2001, Krakow has been the home of the editorial office of one of the most important publications in Polish design – the quarterly 2+3D, devoted to applied graphics and industrial design. The quarterly publishes information on applied graphics (2D), used in such forms as posters, visual symbols, fonts, typography, packaging, developing visual identification systems and advertising elements. The second part contains publications on products (3D), from the field of industrial design, low-volume products, as well as unique objects. The articles concern daily-use products, as well as public space, public transport and workplace design, as well as assisting the elderly and people with disabilities. The third subject group incluudes inter-disciplinary issues (+), which illustrate how design draws on the experiences of other fields (psychology, sociology, ethnology, law, art history, etc.). www.2plus3d.pl

History of development: ES System “Light is Life” is a leading Polish lighting company located in Krakow. Since 1990, it has been operating on the national and foreign market. The company has 2 production facilities, manufactures approx. 15 thousand various products and exports to 100 countries around the world. As an LED technology leader, it implements solutions based on the 3xS idea: “save money, save energy, save time”. The company’s offer includes practically all types of lighting used in residential, office, commercial, hotel and restaurant, as well as sport and industrial construction. The ES System lighting solutions have been used at such sites as the Opera in Oslo, the Singapore airport, the Mexico City Museum of Art, shopping centres in German, as well as public use facilities in Poland, Western Europe, Ukraine and Belarus. In 2017, ES System received the “Construction Company of the Year” honour in the prestigious BUILDER AWARDS competition. The prizes are awarded annually to distinguish companies and individuals working on the Polish construction market. This was one of many honours and prizes won by ES System, which participates in trade fairs and industry competitions around the world. www.essystempl

II.1. Furniture, the condition of well-being

Below, we present the companies presently operating on the Małopolska market, boasting a rich tradition, characteristic of the region, dominant or distinguished by the size and quality of their products.

The examples presented are the result of the experience of the CeBiM, which has been
working with companies interested in export since 2006. A exporter database of nearly 1500 entities was used for this purpose.

**AMB S.A.** ensures comprehensive service for owners of various types of stores, wholesalers, warehouses and offices – from design to transport, assembly and service, as well as manufacturing furniture to individual order. www.abm.com.pl

**Anthrax** – manufacturer of office furniture systems. www.antrax.com.pl

**BENEDYK** has been operating for over 40 years. The company specialises in dentist’s and doctor’s offices. They also furnish public use interiors. For several years, Benedyk furniture has been sent to Germany, Norway, England and Austria. www.benedyk.com


**DOMINEX PLUS** manufactures high-quality furniture with modern designs, using the latest and best materials produced in Poland and abroad. The company manufactures modern sofas, corner sofas, sofa beds, armchairs and footstools. The company has been operating on the foreign market for several years. www.dominexmeble.pl

**Eltim** (since 1990) – a manufacturer of exclusive upholstered furniture. www.eltim.pl

**EURONOVA,** established in 1996, is a manufacturer of high quality furniture, chairs and office and hotel hairs. Since the company’s founding, it has collaborated with a group of respected Italian office furniture manufacturers, including Estel s.p.a, Uffix S.p.A., Sitland S.p.A., Luxy s.r.l. www.euronova.pl

**Filex** – for over 20 years, the company has designed and batch-produced upholstered furniture. www.filex.pl

**FABRYKA MEBLI RYŚ** – since 1981. The company has completed projects for prestigious hotels, including Hilton, Sheraton, Forum, Scandic GrandHotel, Campanile, Copernicus, Marriott, Steigenberger Grand Hotel, as well as large commercial chains, including Royal Collection, Deutsche Bank, H&M, Victoria’s Secret, Polo Ralph Lauren, Uniqlo, Benetton, Etam, Lavente. www.rys.com.pl

**HOUSEFORM** deals with production of furniture from highest quality materials (leisure, bedroom, kitchen, side-tables, tables and chairs). The company offers individual design and production. www.houseform.pl

**IKER** – since its founding, the company has produced high-class upholstered furniture for residential and public spaces, as well as accessories, which have sold in more than 30 countries. www.iker.com.pl

**KOMSERwis** is a leader in the field of design and production of street architecture elements. The wide range (nearly 300 products in 12 categories) covers benches, rubbish bins, posts, planters, bulletin boards, bicycle stands and others. Durability and an original design are the company’s distinguishing characteristics. www.komserwis.pl

**KONDak** – produces furniture for individual and business clients. They recommend their tables, coffee tables, side tables, chairs, sofas, armchairs, sofa-beds and footstools. www.kondak.pl

**KOZBI** – since 1993, the company has dealt mainly in the production of the highest-quality furniture made to order – kitchens, bathroom cabinets, bedrooms and children’s rooms. www.kozbi.com.pl

**LUXMEBEL** – years of experience in designing and manufacturing furniture for the home,
Made of Wood Group is a dynamically growing company with years of family tradition. The best quality of wood, reliability of production and state-of-the-art technical side result in the highest quality of furniture produced. Their offer includes pine furniture, characterised by rich colours and variety of designs, as well as birch furniture with a modern design. www.zrobionezdrewna.pl

MEBLE KUDELA – since 1976, has focused their offer on high quality furniture for comprehensive furnishing for the living room, dining room, kitchen, wardrobe and others. The company is ready to acquire clients on the European market. www.meblekudela.com

MEBLE PYREK (1986) The main asset of the company is the craftsmanship characterising the furniture production. The company offer includes kitchen furniture (modern and classic), Provence-style furniture, wardrobes, bathroom furniture, living room and dining room furniture. www.meblepyrek.pl

MEBLOFORM – over 80 years’ experience in the production of furniture made to order. The company supplies furniture primarily to international high-class hotel chains, but also to low-budget hotels, clinics, seniors’ facilities, student housing and other institutions throughout Europe, Australia and Japan (90% of production is exported). www.mebloform.pl

MEBLOMET (1953) Manufactures equipment for playgrounds, recreation equipment, outdoor gums, sports field elements, equipment for café gardens. www.meblomet.com.pl

MEBLOMEX – Since 1996, the company has worked in the furniture sector, designing and producing unique furniture adapted to individual needs. The company creates exceptional furniture for public use facilities, such as offices, shopping centres and hotels, as well as for individual customers. www.meblomex.com.pl

MITEX (since 1984) – the main profile of operations is the production of kitchen furniture designed for individual customers’ interiors. www.meblemitex.pl

PACYGA uses only safe and natural materials for the production of furniture for children and teens, meeting strict international standards (FSC® certificate). www.pacyga.com.pl

PAJMEBLE (since 1990) – manufacturer of upholstered furniture. www.pajmeble.pl

PIMS deals with arranging and designing pharmacies with well-planned, modern and comfortable furnishings. The furniture meets the strict requirements of the pharmaceutical sector. www.pims.pl

REFAS has over 20 years of experience in the production of solid school and preschool furniture that meets the highest standards. The company has a PEFC certificate, which is proof of promotion of sustainable forestry. www.refas.pl

SEDIA (since 1992) – specialises in the production of chairs, tables and beds. www.sedia.pl

SEEDIA – an innovative company that produces solar benches, stands and other so-called “urban furniture”, which use the collected energy by offering the possibility of charging mobile devices (through USB ports and induction chargers), Wi-Fi hotspots, heated seats, playing radios, LED lights, etc. SEEDIA furniture is used in public spaces, business parks, shopping centres, airports and hotels. www.seedia.city

STOLBAR has specialised for 30 years in the production of classic furniture from solid
wood and natural veneers. The company’s offer also includes modern forms, manufactured with modified veneers, metal, glass, stone and high-quality laminates. They provide products for many restaurants, hotels and other accommodation services (receptions, bars, rooms, etc.). All products are manufactured to individual order, from original or client-provided designs. www.stolbar.net.pl

The Kalwaria Zebrzydowska Guild of Handicraft – Kalwaria manufacturers use state-of-the-art technologies and materials that are the pinnacle of technical thought. Small family workshops are able to meet any individual customer requirements. In Kalwaria, there are two pavilions that present 118 exhibitors and woodworkers throughout the year. www.meble.kalwaria.pl

Vieri Divani – manufacturer of exclusive recreation furniture – modern sofas and corner sofas, bedroom furniture, entertainment centres, tables and chairs. www.vieridivani.pl

Manufacturers of furniture accessories:
The Dudek company has existed since 1995. They specialise in the production of felt pads. www.dudek.strefa.pl

NESTOR – the basic products of the company are Bonnell and Pocket-type spring forms. They systematically increase their assortment in an effort to meet customer needs. www.nestorsprings.com

POL-MET, manufacturer of the Airtic Professional Silent Closure System, the company was established in 1981. The system name comes from the words “Air” and “Pneumatic”. The company manufactures furniture accessories protected by international patents. www.airtic.eu


R-MIX has operated on the market since 1967. Since its founding, the company has produced furniture accessories for the national and international market. www.rmix.com.pl

WIECH FABRYKA FRONTÓW MEBLOWYCH manufactures furniture fronts for individual customer needs. The basic raw material is MDF board, milled and laminated with PVC and PET HG foils in 3D technology. www.wiech-fronty.pl

II.2 Interior furnishings: joinery, appliances, fittings, household appliances

The interior furnishing market is varied and provides a wide assortment of products. The number of dealers involved in the sale of furnishing assortment and furniture is growing, but the market is highly fragmented. A positive situation on the market is the increase in purchasing of new apartments and homes, which already directly affects the performance of some
segments of the market. Moreover, this trend should have a positive impact on the market in the years to come. An additional stimulus for the market is the increased interest in planned renovations and repairs.

Joinery manufacturers:

**DAKO** – a leader in the joinery industry – windows, doors, garage doors, blinds. Intelligent systems: DAKO-Smart Home and Tahoma System. Colour scheme that’s unique on the market. CE Marking (EN-PN 14351:2006), Q-ZERT certificate (IFT Rosenheim window institute), patented designs. Products made from wood, aluminium and PVC. The company has a well-established position on the markets in Africa, Asia, North and South America and Europe. www.dako.eu

**FAKRO** has grown into an international corporation in the last 25 years, number 2 on the global roof window market. The windows are made from wood that comes from sustainable forestry resources (FSC® certificate). The products meet the European CE standards and have more than twenty prestigious certificates issued by external audits. www.fakro.pl

**MARK** – since 1996, the company has made many prestigious and technologically advance projects in Poland (Krakow Airport) and abroad. Thanks to collaboration with proven European suppliers, the company guarantees the highest quality of workmanship, guarantees of longevity, functionality and high-class aesthetics. www.mark-brzesko.pl

**OKNOSTYL** is a manufacturer of wooden, aluminium and PVC joinery, which has been operating on the market since 1997. The company maintains regular cooperation with construction companies on European markets, main in the United Kingdom, Germany, Austria, France and Italy. www.oknostyl.net.pl

**PAGEN** – since 1998, the company has produced PVC windows and doors based on the SALAMANDER and SCHÜCO profiles, Winkhaus fittings and Effect-Glass S.A. low-emission glass – 600 windows per day in accordance with the CE standard. www.pagen.pl

**SUPERDREW** (1992). Having its own sawmill, the company controls the process of obtaining the raw material from the beginning. Production: wooden (EURO, English and Scandinavian), wood-and-aluminium, aluminium and PVC windows. www.superdrew.pl

**WIŚNIOWSKI** is more than 25 years in the construction sector. For home and industrial needs – doors and windows, gates and fences (automatic), fireproof woodwork, façades, sport and industrial fencing. ISO 900:2008 and OHSAS 18001:2007 certificates. www.wisniowski.pl

Equipment, fittings, appliances, etc.

**DIAMOND** – since 1992, the company has been a leading manufacturer of heating and sanitary systems. The products are trusted by international contractors and have all the necessary approvals. For many years, they have been exported to the European Union and non-EU countries. www.diamond.pl

**ELPE Elektroprodukt** has been producing electric oil heaters for over 25 years. The high quality of the products is confirmed by the recognition and satisfaction of clients on the Scandinavian market, to which ELPE has been successfully exporting products for several decades. www.elpe.pl

**ENIX** has been a proven manufacturer of designer modern electric and central heating
radiator for rooms and bathrooms since 1990. Every product passes a series of tests in certified institutes to meet EN 442 standards. Export – Europe, Canada. www.enix.pl

**EXCELLENT** has been on the market for 25 years. The company deals with production of acrylic bathtubs, shower cabins, shower tubs, sanitary ceramics and fittings. www.excellent.com.pl

**FERRO S.A.** has been producing sanitary and installation fittings under its own brands, FERRO, Metalla and Titania, for 22 years. In 2016, FERRO joined the European Water Label (less water, save energy and save money) classification system and became the first Central European manufacturer whose products were introduced to the EWL online database. www.ferro.pl

**GRUPA ARMATURA** is a leading manufacturer in the sanitary and heating industry in Poland. The companies that form Grupa Armatura specialise in the manufacture of bathroom and kitchen faucets, aluminium central heating radiators, a wide range of valves and sanitary ceramics. www.grupa-armatura.com

**HORECATEX** offers high quality hotel and tablecloth textiles, and a bathroom assortment. The HORECATEX brand is known on the international market. The company’s offer is intended primarily for hotels, guest houses and restaurants. www.horecatex.pl

**K&L DEKOR S.C** is a manufacturer of decorative fittings for interiors, gardens and façades. Very high resistance to abrasions, mechanical damage and atmospheric influences allow for use both indoors (bathrooms, salons) and outdoors (swimming pools, terraces, façades). www.kldekor.com

**KRZEMIEN** has been on the market since 1989. The company is a world-class specialist in the manufacture of glass washbasins. Their production includes shower tubs, bathroom accessories, tiles and glass mosaics, as well as patent-protected designs. www.krzemien.com.pl

**LUXUM** (since 1999). The breakthrough came in 2001, when unique washbasins and composite furniture was built for the RMS Queen Mary 2 passenger liner on order from a French shipyard. The Luxum factory provides sanitary accessories, small architecture, architectural concrete and furniture. They are also a subcontractor for top Italian, Swiss and French brands. www.luxum.pl

**VALVEX SA** is recognised and valued in the EU, North and South America, as well as the Middle East. The company produces several thousand assortment items – bathroom and kitchen faucets, water and gas installation fittings, central heating and a broad range of connective elements. www.valvex.com

**ANAPOL** (since 1995) – carafes, liquor cabinets, alcohol glasses, household, utility and decorative glass, decorations and souvenirs. Experience and long-term cooperation with domestic and foreign clients (Latvia, Lithuania, Ukraine, Slovakia, Western Europe help to meet the most unusual orders. www.anapol.pl

**DUBIEL VITRUM** – glass processing, production of mirrors, glass furniture and tiles. Flat glass processing for architecture and construction, production of safety glass. www.dubielvitrum.pl

**FISTEK GLASS HUTA SZKŁA** manufactures a wide range of decorative and functional products from soda-lime glass. Their products have been known around the world for many years. www.fistekglass.com.pl

**FOSZTT** has been on the market for more than 20 years. The company manufactures wood flooring from domestic and exotic lumber. www.fosztparkiety.pl
HUTA SZKŁA EWA is a manufacturer of coloured and colourless soda-lime glass – vases, candlesticks, glass for metalwork and fusing in a very wide range of assortment and colour. www.hutaewa.pl

SKALIA works with the best designers and manufacturers to create and deliver contemporary design. The offer includes glass, porcelain, wine glasses, cups, plates, handmade vases, wine and water carafes, accessories and gifts. The collections reflect the best elements of contemporary design. www.skalia.net

WRZEŚNIAK GLASSWORKS – the largest manufacturer of hand-formed glass in Poland – cases, decorative cups, candlesticks, table glass (alcohol glasses, jugs, salad bowls). Production using colourless or coloured glass, in all possible sizes. www.glassworks.pl

ALADYN WYROBY MOSIĘŻNE offers lighting fixtures representing different styles, suited to different types of interiors. www.aladyn.com.pl

EDYLIT is a manufacturer of lighting fixtures with original design. Classic and modern lamps, ceiling lights, spotlights. Products conform to CE standard. www.edylit.pl

It is worth mentioning the OTOPROJEKT team, which deals with broadly-defined industrial design. They create objects that interact with the user, and therefore become part of our surroundings. They design furniture, lighting, medical and cosmetic equipment, household appliances, electronic and electrical equipment, household accessories, ceramics and class, heaters and small architecture. www.otoprojekt.eu

The examples presented in the study do not constitute the complete offer of the industry. Information contained in the study constitutes an incentive to contact the employees of the Business in Małopolska Centre who have access to the complete database of companies from Małopolska in individual industries and offer assistance in establishing trade relations.