



SPECIMEN



Galmet is well known at home and abroad as a manufacturer of modern water heaters, boilers, solar systems and heat pumps. Initially, there was only a small shop in a garage. Mr. Stanislaw Galara founded one man establishment in Glubczyce in 1982. At that time, he was the company's boss and the only employee.

In early 1980s a craftsman's task in Poland was to offer replacements for other products, which could not be otherwise obtained. Lack of central heating radiators was one of many problems that Polish citizens faced at that time. So, Galmet started making simple heaters and tanks. However, Mr. Galara was able to make further steps: to transform his one-person company into a rapidly growing business.

At the beginning of the 1990s the company became a family business. As

the effect of its development, the most modern enamel plant in Poland was built in 1999, while in June 2001 an automated powder coating line for outer coats heaters was opened.

Experienced staff

Today, Galmet is one of the leading companies in the heating technology industry. It employs more than 700 people and production takes place in a factory with an area of over 22,000 m2.

The company boasts well trained staff. Each employee, regardless the position, has to start in the the company's production department, some of them for two months, others for six months or more. Thanks to this simple procedure, everyone knows exactly what the company makes and is well aware of the plant's structure.

All departments can effectively collaborate with each other since they know perfectly the needs and specific conditions of the plant's production. It is extremely important as the vast majority of employees, more than 500 people, carry out activities related to the production process.

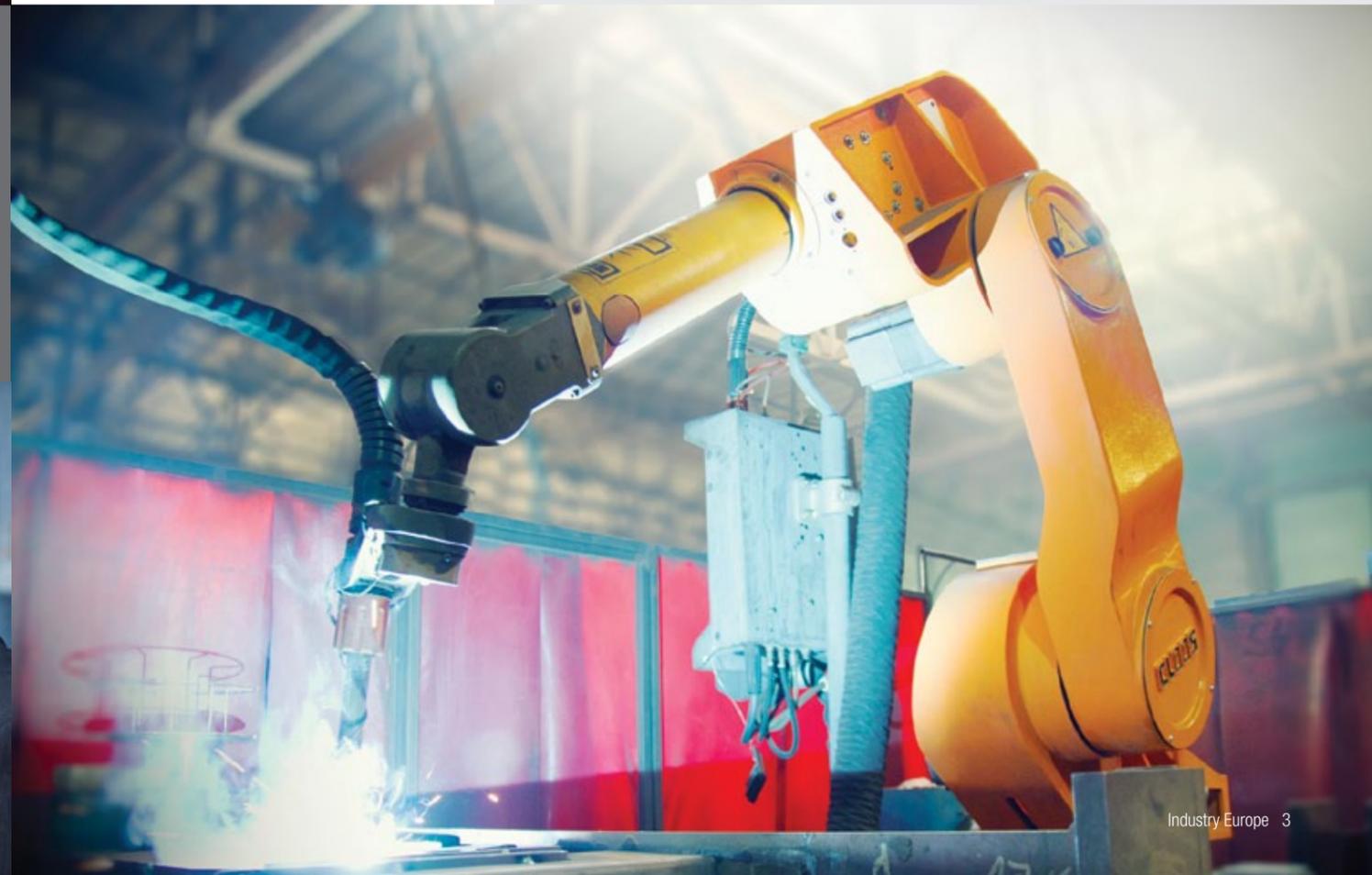
Broad product range

The company's annual sales are estimated as more than PLN 123.59 million (more than EUR 30 million). Approximately 20 per cent of Galmet's output is sent abroad, mainly to Poland's neighbouring countries, but also to Slovenia, Latvia, Sweden, Hungary and Romania. The company is going to expand into new markets like Kazakhstan.

The scope of Galmet's production is very wide and includes such products as water heaters, boilers, central heating, complete ▷

COMPLETE HEATING SOLUTIONS

Galmet, from Glubczyce in south western part of Poland, is a company that is growing dynamically in the field of heating technology. Operating for more than 30 years, it has reached a leading position in the market.



A large roll of metal sheet is being processed in a factory. The roll is mounted on a large industrial machine, and a strip of metal is being fed through it. The background shows a complex industrial structure with blue and yellow components. A red stamp with the word "SPECIMEN" is overlaid on the top left of the image.

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solar systems and heat pumps. Galmet water heaters are available in the widest range on the Polish market – no other company in Poland has such a large selection of heaters. Most heaters are electric and equipped with advanced automatic controls. LCD displays and digital temperature control allow users to set water heat very precise .

Galmet also produces hot water exchanger. They are not electric, but cooperate with central heating boilers. These exchangers are characterized by simplicity of design, a wide choice of models and very good value for money.

The company is also a major manufacturer of central heating boilers. Its offer includes coal burning boilers, fine coal boilers, as well as boilers burning pellets and firewood.

Green policy is a very important part of the company's programme. Renewable

energy in the form of solar systems is available in a wide range of branded products. These devices are equipped with special Sunselect technology, which has an excellent ability to absorb solar energy even during days when sun is not shining very bright. These products can be successfully installed in combination with other Galmet devices. They are fully compatible and allow full implementation of the heating system.

Galmet controls the whole production process, including galvanizing and enamelling. The company's departments are self-contained. Galmet boasts that it applies Western standards, so materials, technologies and even industrial wastewater treatment unit contribute to the improvement of the environment. Recently it has also completed the construction of a new hall for the production of solar collectors, which

is equipped with modern, fully automated machinery. This investment enables Galmet to make 3,900 solar collectors annually.

Close relationship with a customer

The strong point of Galmet is its strategy to offer the highest quality goods at affordable prices. Moreover, the company helps clients in the installation of heating systems. It recommends and encourages clients to take advantage of the expert assistance from the company's trained installers. They know very well what should be done, can advise how to optimize the cost and answer any questions related to the finished installation. Galmet also offers good quality after sales service. Its service department is flexible and ready to visit customers wherever they are. □

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