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Ladies and Gentlemen!



Marek PODGRODZKI
Chairperson

The summer is over. One could have thought the heat and time off for holiday would slow us down - quite the opposite, however!

So many enterprises and tasks were accomplished just during the last summer period. The details have been discussed in the articles included in the following issue of the magazine. For my side, however, I'd like to thank the repair crews, who in July and August burnt their midnight oil, whilst most of the workers were enjoying their well deserved time off. The crews were struggling to complete the annual general overhaul of our machines and devices scheduled due to realisation of the planned investments.

One of the key investments for METALPOL completed within the last couple of months have been the works done at the central core shop.

The Core Shop is one of the key elements of our company. In the long-time planning development strategy we'd like to offer to our clients first-class products, more and more sophisticated and technologically advanced. One of the conditions for the manufacturing of such fabrications, complicated in shape and of high technical specification, relies on having proper cores. As a result of that we have decided to create a proper core shop in METALPOL.

To accomplish the task we have purchased 6 coremarking machines: 2 in cold-box technology with the capacity of 16 and 30 litres, as well as 4 hot-box coremarking machines. The machines, removed altogether with some other ones located on the premises of our factory, have been located in the nearest proximity of BDM line, which is to be their largest recipient.

Moreover, we have installed devices serving the task of covering cores with specialized coatings, as well as we have built a specialized mould-drying stove and set of core shelves.

The all-new core shop will have certainly become the flagship of changes taking place in METALPOL.

The activity of our company has been recognised in the region: METALPOL has been awarded "The Leader of Local Entrepreneurship 2011" by The Agency of Regional Development. The particular recognition by the jury was due to our progress in sales in 2011, i.e. almost 100% year to year, as well as due to the number of successful investments.



On 27th September 2012 METALPOL were honoured to host our Clients and Deliverers at the annual meeting organised by our company. All Visitors who were present at the meeting found themselves under considerable impression of changes that have taken place since the last year's meeting. They also promised to strengthen the bonds of cooperation and wished us further progress and development.

Unfortunately, due to the economic crisis on the Western markets as well as the result of the turmoil on the domestic road and railway market, the pace of our progress has slowed down a small bit in the 3rd quarter, in comparison to the 20% growth in the first half year.

The pleasant notes shortly before publishing the current issue of the magazine were the visits of celebrities, particularly distinguished in the history and development of METALPOL: Mr Władysław Adamiec and Mr Jean-Yves Lebonhomme. Mr Adamiec, currently 91, was the Foundry Director in period 1950-1978. That was the period when many investments we are still taking advantage of were made, in particular DISAMATIC line, at the time the absolute cutting edge in Polish foundry business.

Mr Lebonhomme is a person thanks to whom the French group CF2M got interested in our Foundry and later decided to buy it out. He was also a visionary, who in years 2000-2002 set the directions for METALPOL and its departments. In particular, however, to all of us he was a true mentor who brought along fresh outlook for the founding business and delivered proper management for the field.

You will find the detailed reports from the visits of those celebrities in the next issue of the magazine.

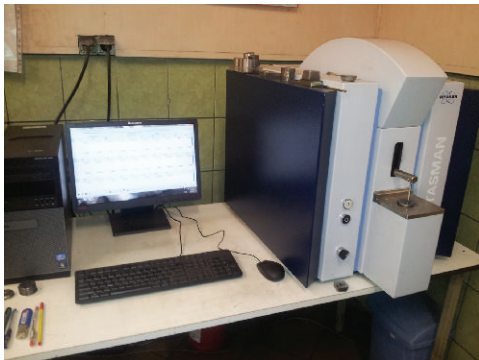
As usually, I am honoured and pleased to wish the readers an enjoyable read. I would also be more than happy to hear about subjects and issues you are looking forward to find in our newsletter magazine. All your suggestions and remarks can be posted into

Marek PODGRODZKI
Chairperson

On the investment front

In the last issue of the magazine, just before summer holiday we presented the investments completed in the first half year. Holiday period not only didn't slow the pace of the development, but quite the contrary - new enterprises have gained speed.

We have purchased latest generation digital spectrometer, which should improve the analysis of the chemical content of grey, nodular and alloy cast iron, and will replace the currently used ARL spectrometer. New spectrometer offers wide possibilities both in terms of the quantity of the elements being analysed, as well as for the precision of the research. The following generation of spectrometers do not require extensive photomultiplier zones working in vacuum and Argon atmosphere, where every single element has separate analyzing system. The spectrometer is light and compact and altogether with the monitor and keyboard, can be housed on the desk.

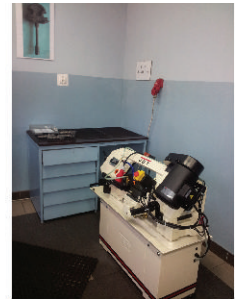


In order for the foundry to manufacture all the more sophisticated castings, it has become necessary to develop the core shop as the cores enable realization of spatially complex iron casts. Recently, we have made a considerable progress in that field. We have put into operation 2 new cold-box coremarking machines, with the capacity of 16 and 30 litres, new hot-box FM coremarking machine, the working station for covering cores with specialized coatings, as well as a specialized gas-heated mould-drying stove. The working organisation at the core shop has been modified as well: both new coremarking machines and the so far scattered all over the company old ones have been centralised in a new core shop, thus manufacturing cores for both moulding lines.

For the moment, at our disposal there are 4 cold-box coremarking machines, five large U-type hot-box machines, four PS-type ones and two FM-type. The central core shop is also equipped with: working stations for covering cores with water-based coatings, mould-drier stove, workstation for core drilling, core heat-up chamber in autumn-winter season, as well as easily accessible stockroom with ready cores. In the nearest future, new coremarking machines, which are already installed on the premises of our company will be put into operation.



Works at the ringroad around METALPOL have been continued - we have laid a new surface for the road leading to the furnace field and to the fusion shop. The remaining internal roads have been repaired, the surface panels in the furnace field have been replaced with new ones. Quality Control Laboratory has been equipped with all new machines and devices for the analysis of the products. We have also created a laboratory of sophistication level truly unique in our country, where parameters of anchors are analysed in various conditions.



Our plans for the nearest future are as following: to equip the finished products storage with high rack storage shelves; to purchase and install a modern workstation for hydraulic tests of fittings and cast profiles altogether with modernisation of fittings assembly lines; to create a new model storage for the DISAMATIC line; to create new premises for operators at the fusing shop; to fence in the storage yard; to purchase modern machinery for autogenous grinding.

Jan JURASZ
Dyrektor Techniczno - Produkcyjny

For Berlin!

After Hanover Fair in April, WOD-KAN Fair in Bydgoszcz and ACCADUEO H2O Fair in Ferrara in May, METALPOL took their part in a renowned rail fair Inno TRANS 2012 in Berlin.

The decision of participation in the fair resulted from our desire of turning our achievements on the domestic rail market into new contracts and into deliveries for railway businesses operating on European and World markets.

InnoTrans Fair is the biggest such event in the world. The most important launches and introductions of new products take place right there, as well as new contracts and agreements are discussed and signed.

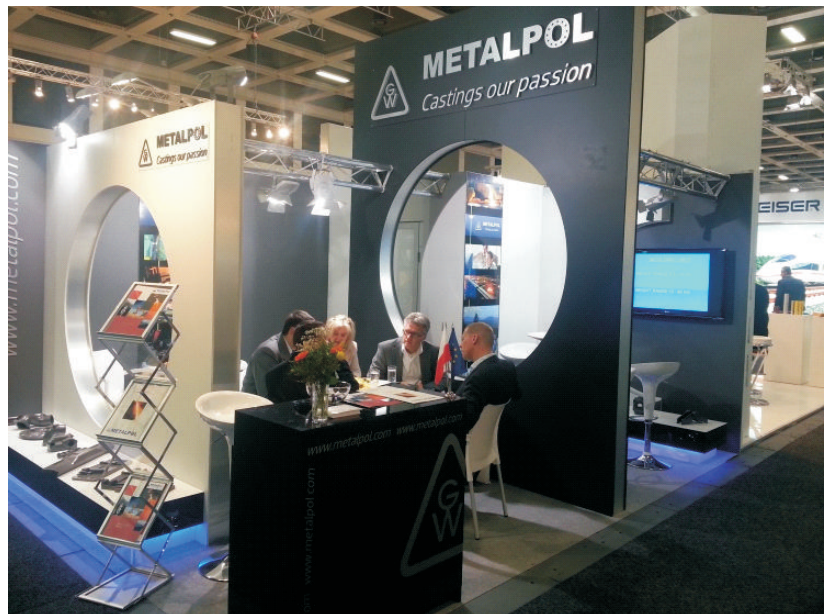
The very special dimension of the InnoTrans fair is due to its international character. This year the attendance rate of overseas companies has grown by over 50%. There was a great number of exhibitors from Asia, mostly China and Japan. Moreover, the number of American companies present at the fair was also higher. In conclusion, Berlin Fair hosted most crucial representatives of rail market from all over the world.

This year's fair hosted 2515 exhibitors from 49 countries. Among them, there were 54 exhibitors from Poland. The fair was visited by over 100.000 specialists from over 100 countries.

METALPOL's stand drew attention of over 30 current and potential clients whose interest in our performance and quality of products, as well as their will of cooperation was to be easily observed during the fair. During the fair, new contacts with leading global companies in railway field were established.

It can be certainly concluded that the targets of our commercial campaign set up by the board of directors have been accomplished. Our successful cooperation with rail market clients bring hope to our company and open new prospects for the future.

Chances are the fair meetings and arrangements will open the door of international markets wide for our company, thus enabling even faster progress and development for the years to come.



Piotr JURASZEK
Casting Sales Director

HR Current Events

One of the paramount targets for the Board of Directors is to expand the METALPOL sales volume. To complete the task, the company must attract new clients. In order to achieve this aim the Board of Directors have decided upon considerable extension of Sales Department. We are entirely certain new workers will quickly assimilate into the surrounding of "the old guard", and their commitment will contribute to the progress of our company. We hope their skills and experience will be an asset in search for new contacts and cooperation with Polish and overseas clients.

Hereby, we are happy to present the profiles of our new fellow workers.



Janusz LACH
Sales Specialist

A graduate of the Teacher Training College in Cieszyn, where he received a Bachelors Degree in English Philology. He continued his studies at Jagiellonian University UNESCO Chair for Translation Studies and Intercultural Communication, where he received European Masters Degree in Translations. One of many Janusz's assets is proficiency in English and German both in writing and speaking, thus enabling him to communicate freely with foreign clients, but also share our passion for casting iron, as well as to present METALPOL products.

He started his work in the company in July, on the position of Sales Specialist. He mainly deals with Western European fittings manufacturers, as well as Joint Venture Metalpol UK in Great Britain. His duties include the following: preparation and sending offers to clients, preparation of correspondence, preparation of arrangements, market data analysis, marketing solutions, participation in foreign fairs and conducting sales talks.

Janusz makes every effort to complete his tasks reliably and on time. His open-minded and dynamic personality makes it easy for him to establish new contacts and to expand the number of new clients. He is looking forward to employ both his experience, knowledge and skills, as well as his marketing and management ambitions in order to broaden and improve his competences altogether with METALPOL growth and progress.

In his private life, he and his wife are living in Rajcza. His hobbies are literature and winter sports, mainly snowboarding. He also like trekking in the mountains.



Damian SZNABEL
Sales Representative

Damian comes from Strzegom, Lower Silesian Voivodeship. He lives in Bielsko-Biała. He's been dealing with insulation materials for over 10 years. He's worked as a salesperson and sales representative for such corporations, as: PUM Polska (Saint-Gobain Group), BIMS Plus, HTI Bp. His targets in the previous companies were: identification of target markets, customer marketing and professional customer service.

He started work in METALPOL in June, on the position of Sales representative. He runs customer service for domestic clients in fittings field, with particular emphasis on South-West and South parts of Poland. He's responsible for establishing trade contacts and building successful marketing relations with his clients, preparation and sending offers to clients, preparation of tenders on domestic market, sales data analysis, creating and implementation of marketing strategies of the company and the products.

Thanks to his experience he's gained during all steps in his professional career, he is going to contribute to the growth of our company both in the field of marketing and sales. He is looking forward to successfully working for our company, as he did in his previous workplaces. He hopes his part will result both in the progress of the company, and the improvement of the image the company has among professionals.



Wiczesław POSOCHOW
Trade Specialist

Wiczesław comes from the Polish family living in Kazakhstan, where he received education and gained professional experience. Along with his wife, he came and settled in Poland in 1997. His children were born in Żywiec-Weronika (15) and Alexander (13). He's worked in Przedsiębiorstwo Usług Komunalnych in Żywiec for 14 years. Due to his origins, he's fluent in Russian and Ukrainian which results in efficient communication and cooperation with clients from these countries.

He started work in METALPOL in July, on the position of Trade Specialist. His main duties are: identification and gaining cast iron and fittings clients from Russian speaking countries, customer service, preparation and sending offers to clients, preparation of correspondence, preparation of arrangements, market data analysis, marketing solutions, participation in sales talks. He spends his free time gardening, he also likes cycling and hiking the mountains.



Grzegorz KALFAS
Trade Specialist

Grzegorz joined our Team at the beginning of October. After having graduated from the Department of Economics at the University of Economics in Katowice, he started work in a subsidiary of Żywiecka Fabryka Sprzętu Szpitalnego Famed S.A., where he worked on the position of a Sales Specialist. In our company, he is working as a Trade Specialist. He is responsible for customer service and gaining domestic and foreign clients connected with export of fittings. His duties also include: running marketing domain through building and maintaining good personal relations with clients, as well as presenting up-to-date Metalpol offer to current and potential clients.

Grzegorz, his wife Magdalena and their one-year-old daughter Karolina are living in Węgierska Górka. He's been into volleyball since he was very young. Along with his friends from junior team, he set up a Sports Club Halny Węgierska Górka, where he is an activist and a player. He's been a licensed volleyball umpire for 14 years. He's also a volleyball licensed instructor. He likes spending his free time in leisure, hiking the mountains, running and obviously- playing volleyball.

Monika KAŁOL
HR Specialist