

Newsletter



Under one roof - getting ready for take-off

Superfos' new high profile production facility in Lubien Kujawski is getting ready for production step by step

The construction of the new Superfos factory is in full progress. In January the roof was in place and activities to prepare for the move to the new factory in Lubien Kujawski are in motion.

Top tuned tools

"The machine and tool park at the new factory will be a mix of existing machinery from Fabianki and new top modern tools. The move of machinery will start mid-May, which is also the date set for production start in Lubien

Kujawski. The machines, which we will bring with us, are to be renovated, painted and cleaned before moving to their new home," says Factory Manager Daniel Momot.

In June, all machines and tools should be in place at the new factory and full production will be implemented.

New and known faces

The workforce at Lubien Kujawski will also be a mix of known and new faces.

"Already at this point a number of our experienced employees at Fabianki have decided to make the move with Superfos. This means that our customers will benefit from both high technology equipment and a skilled and trained workforce," states Daniel Momot.

"Over the course of 2006, we also expect to hire employees from the local area in Lubien Kujawski. We are looking forward to becoming part of the local community. We hope

to be able to contribute to continued growth and to draw additional industry to the area, which is currently suffering from high unemployment," ends Daniel Momot.

The town of Lubien Kujawski has been welcoming the new Superfos production facility with great friendliness and support.

A warm welcome



Factory Manager
Daniel Momot

The Physical framework of our new site at Lubien Kujawski is materialising according to plans, and the constructors have been crossing the extremely cold winter weather to stay on schedule. The town of Lubien Kujawski is welcoming us with great friendliness and support, and we do appreciate the hospitality.

As part of the process, we are also buzzing at Fabianki. We have begun the preparations for a transfer, mentally and physically. We receive very positive feedback from our customers and all employees are teaming up and supporting the process. It is with great joy that we can already now announce that a number of our qualified and experienced employees are moving with us to Lubien Kujawski.

In this up-date, we focus on all these efforts and expectations with special attention to our decoration capabilities and capacity and the paint market. We bring a profile of some of our dedicated employees and departments.

Enjoy your reading.

Lubien Kujawski in numbers and facts

4 times the production capacity

With a production capacity of up to 20-25.000 tons per year (68 million containers) the capacity can be quadrupled compared to the existing 5,700 tons per year (18 million containers).

Primary product solutions:

Paintainer with different variations of IML (classic IML and metallic) and lacquer
SuperLift with offset and lacquer
SuperCube with IML

International league

With 17,000 square meters the new factory covers an area corresponding to two large soccer fields for the international league.

Two containers for every household

The initial level of production is expected to be at app. 9.000 tons (approximate 30 million containers. This corresponds to more than two containers for every household in Poland.

Employee profile

Quality at heart

High expertise and an outgoing spirit are two of the most important qualities, Quality Manager, Katarzyna Zaklilowska-Nowakowska, will bring to Superfos' new facilities



Customer complaints concerning product quality are very low at the Fabianki factory. This is not least thanks to Quality Manager, Katarzyna Zaklilowska-Nowakowska, who is known for her initiative and positive personality.

"I believe that quality is not only about checking products – quality is also ensuring that customers are satisfied. I put great emphasis on opening a dialogue and visiting customers whenever they experience the slightest problem. And there is always a solution to every problem," says Katarzyna and continues:

"By knowing and meeting with the customer it is much easier to find a quick and constructive solution. I get very positive feedback from our customers and it also helps to keep our positive and dynamic work environment. Now I look forward to moving to the new site in Lubien Kujawski and I will strive to transfer our good work ethics."

Portrait of a Paintainer

Superfos' Paintainer will be one of the prime packaging solutions offered at Lubien Kujawski

Featuring a straight sided design, the Paintainer was originally developed as an alternative to metal containers. The Paintainer offers great advantages compared to metal – it does not dent or rust, it weighs less and is easier and more economic to handle for paint producers, retail and end-user alike.

Today, Paintainer is more than an alternative. It sets a new high standard for paint containers with a functional design and premium decoration with outstanding branding possibilities.

At Lubien Kujawski Superfos will be able to offer different decoration solutions based on IML-decoration:

First, the classic label solution based on IML with optional lacquer, adding a glossy look for high class paint products.

Second, Superfos is launching a brand new solution, featuring a label in a metallic silver look giving the container the appearance of a metal container, yet offering all the advantages of plastic packaging.

Paintainer is the perfect solution for the increasing demand for high quality containers in Poland and the other CEE markets. The new site will have production of both 2.5 l and 5 l Paintainers.



Paintainer is moulded and decorated with IML in a fully automated process. Next step is welding the ring and mounting the handle.

Demand for high quality is picking up

Branding and visual product differentiation are becoming key to stay ahead of new consumer demands and competition

Over recent years, consumption patterns in the Eastern European region have undergone significant changes. First and foremost,

this has resulted in consumers becoming increasingly aware of the quality of the goods they buy.

Painting the trend

On the paint market this trend becomes visible through an increasing consumer awareness of quality in paint. Superfos expects an annual growth rate of 25-30 percent in the market for high quality plastic packaging.

"As the market share of high quality paint is growing, we feel an increasing demand for high quality packaging solutions. The role of packaging today is to support and add to product quality and make the product stand out. We get a lot of positive feedback from our paint customers especially on the container Paintainer, which is perfect to market high end paint brands," explains Regional Sales Director Piotr Suminski.

Visual brand positioning

Also, as Poland's economy

opens up to international markets, domestic brands are faced with increasingly tough competition. Developments in the retail landscape are further promoting competition, as manufacturers strive to make their products stand out on shelves that offer an increasing array of global high quality brands.

"As competition intensifies, the role packaging plays in brand positioning becomes more obvious. Features such as decoration, unique closures and shapes are becoming key in keeping up with the new trends. At Lubien Kujawski it is our aim to actively participate in constant innovation and product development in order for our customers to stay ahead of the market development," says Piotr Suminski.



A colourful team

All employees in the printing department at Fabianki are moving with Superfos to Lubien Kujawski. They bring expertise, team spirit and good customer relations along with them

A total of 40 years in Superfos and 20 years of experience in printing is not the only valuable asset the employees in the current printing department will bring with them to Lubien Kujawski. Team spirit and high enthusiasm about their work characterizes the department.

The move with Superfos to Lubien Kujawski will add transport time with an extra 30 km to and from work every day, but the printing team are very excited about the move.

Printing Manager, Piotr Pregowski, also known as

Van Gogh among colleagues for his in-dept knowledge about colours and paints, says: "We are all looking forward to make the transfer to the new site. I have been working with printing for 7 years and it will be a pleasure working with new high performance machines for circuit boards, more storage space, air condition, room and light."

"However, most of all, we are looking forward to work with print of superb quality and offer our customers new outstanding solutions. On a regular basis, our customers attend print start and they also look forward to the transfer and the new

print possibilities it will bring along."

(Among the regular customers are the paint companies Akzo Nobel, ICI, Malfarb, Tikurulla, Sigma and Ostendorff.)

Improved work conditions

A more automated production and modern layout at Lubien Kujawski will ease the work processes in the printing department making logistics much faster and less complicated.

The new printing department will be placed close to storage to enable fork lifts to supply pallets of containers ready for print. Also, stack-

ing will be handled by a new machine as opposed to the manual stacking today.

These measures will also improve hygiene and thus product quality.



Printing Manager Piotr Pręgowski with some of the employees from the print team Grzegorz Gryczewski, Radosław Gawronski, Małgorzata Sierakowska.