



Business Mission



COMPANY PROFILES

Company Name	POMURSKE MLEKARNE d.o.o.
Address	Industrijska ulica 10, 9000 Murska Sobota , Slovenia
Web	www.pomurske-mlekarne.si
Phone	+ 386 2 536 1212
Email	info@pomurske-mlekarne.si
Producer of:	Dairy products
Short Company Description	Pomurske mlekarne dairy is one of the pillars of food industry in Northeast Slovenia and one of the pillars of the Slovenian dairy industry. Their milk production is governed by traditional animal nutrition and meets all European quality and hygiene standards. Indeed , these are the reasons why the products are marketed under the slogan “White treasurers of unspoiled nature”
About our products / services:	Production of dairy and non-dairy products: milk, creams, butters, cottage cheese and spreads, fermented desserts, chocolate milk & iced coffee, processed, semi-hard and hard cheeses.
Turnover	34 mio €
Export	14%
Employees	128
Establishment	1945
We would like to meet:	Company wants to establish and strengthen network of importers and distributors

Company REPRESENTATIVE:	
Name, Family Name:	Mr. Robert Serec
Position in the Company:	CEO
Representative's e mail	robert.serec@pomurske-mlekarne.si
Tel:	+ 386 2 536 1212
Foreign languages:	German, English

Company Name	MLEKARNA PLANIKA d.o.o.,
Address	Zatolmin 2, 5220 Tolmin, Slovenia
Web	www.Mlekarna-planika.si
Phone	+ 386 5 384 1011
Email	info@mlekarna-planika.si
Producer of:	Dairy products
Short Company Description	A dairy plant in Slovenia used EAFRD support for its modernisation and became one of the lead producer of high quality milk, cheese and other dairy products in the country.
About our products / services:	Production of dairy products: milk, cheese, butter, yoghurt,..
Turnover	9,2 mio €
Export	5 %
Employees	69
Establishment	1995
We would like to meet:	contacts with potentials importers, agents and distributors...

Company REPRESENTATIVE:	
Name, Family Name:	Ms. Anka Miklavič Lipušček
Position in the Company:	Director
Representative's e mail:	anka.lipuscek@mlekarna-planika.si
Tel:	+ 386 5 384 1012
Foreign languages:	English

Company Name	VINAKRAS z.o.o., Sežana
Address	Sejmiška pot 1a, 6210 Sežana, Slovenia
Web	www.vinakras.si
Phone	+ 386 5 731 3440
Email	vinakras@siol.net
Producer of:	Wine producer
Short Company Description	<p>The Vinakras winery has been making wines since 1947. Over the decades, it has acquired a prestigious reputation due to Teran - the region's best-known and most prized wine. Nowadays, Vinakras is recognized as the leading winery on the Karst region, known for its exceptional wines with consistent national and international acclaim. Every bottle of wine produced by Vinakras is true to its distinctive style, all are full-flavoured, yet elegant. Within the broad framework, Vinakras produces a range of wine styles to suit every taste.</p>
About our products / services:	Wine production, growing of grapes, sales of wines, sales and counselling in the fields of farming, fruit cultivation, tourism agency and tourism related activities.
Turnover	4,5 mio €
Export	5 %
Employees	47
Establishment	1947
We would like to meet:	This company is interested in expanding of company's sales network in Poland

Company REPRESENTATIVE:	
Name, Family Name:	Mr. Marjan Colja
Position in the Company:	Managing director
Representative's e mail:	marjan.colja@vinakras.si
Tel:	+ 386 5 731 3440
Foreign languages:	English

Company Name	PANVITA MIR d.d.
Address	Ljutomerska cesta 28°, 9250 Gornja Radgona, Slovenia
Web	www.ave.si , www.panvita.si
Phone	+ 386 2 564 9150
Email	info@panvita.si
Producer of:	Chain of companies related with food processing industry especially meat and meat products
Short Company Description	<p>Group Panvita is the first and the largest chain of companies in the Slovenian food processing industry which incorporates safe and quality food production and food processing along the entire production chain -from the field to the table. We connect eleven companies whose activities include food production, agriculture, poultry-rearing,, pig rearing, veterinary care, meat production and meat products, winegrowing, ecology and energy supply. The company Panvita MIR d.d is one of the biggest meat industry in Slovenia.</p>
About our products / services:	<p>Our trademark AVE includes meat products made of pork, beef and poultry meat. Our main program is AVE GRILL, which is the best and the most successful barbecue program on the Slovenian market. We are also successfully present on Croatian, Italian and Hungarian market. The novelty of this year is frozen-grilled products, such as cevapcici, burgers, sausages.",</p>
Turnover	53 mio €
Export	5 %
Employees	292
Establishment	1922
We would like to meet:	Company is looking for contacts which could represent them on Polish market like wholesalers, distributors or importers that have experiences and possibilities with chilled and frozen products. Target contacts can also work directly with discounts or supermarket chains

Company REPRESENTATIVE:	
Name, Family Name:	Mr. Svarun Udovič
Position in the Company:	Chief marketing and production officer
Representative's e mail:	svrun.udovic@panvita.si
Tel:	+ 386 2 564 9150
Foreign languages:	English

Company Name	KLET BRDA Winery
Address	Zadružna cesta 9, 5212 Dobrovo v Brdih, Slovenia
Web	www.klet-brda.si
Phone	+ 386 5 331 0140
Email	info@klet-brda.si
Producer of:	Wine producer
Short Company Description	<p>The Klet Brda Winery is the leading producer is the leading producer and exporter of Slovenian bottled wine. Renowned for its distinctive style and appreciated wine lovers in Slovenia and 26 countries around the world. The winery unites 400 families (who cultivate 1000 ha vineyards) have been working together for over fifty years and have turned locale wine making into success story.</p>
About our products / services:	The winery's annual production is between 5 and 6 million liters of wine. We produce high quality still and sparkling wines in different brands and price ranges
Turnover	14 mio €
Export	40 %
Employees	100
Establishment	1957
We would like to meet:	The company would like to meet local representatives who could help them to distribute their wines in retail chains and restaurants.

Company REPRESENTATIVE:	
Name, Family Name:	Mr. Silvan Peršolja
Position in the Company:	Managing Director
Representative's e mail:	silvan.persolja@klet-brda.si
Name, Family Name:	Ms. Andrejka Jakončič Lozej
Position in the Company:	Export office
Representative's e mail:	Andrejka.jakoncic@klet-brda.si
Tel:	+ 386 4 139 7394
Foreign languages:	English

Company Name	KODILA d.o.o.
Address	Markišavci 44, 9000 Murska Sobota, Slovenia
Web	www.kodila.si
Phone	+ 386 2 5223 600
Email	info@kodila.si
Producer of:	Meat and meat products
Short Company Description	For three generations Kodila company has held to our principles of traditional meat food production. We use high-quality meat of Slovenian origin, adding only salt and spices during processing and giving it time to cure.
About our products / services:	Dry -salted, free of gluten and lactose and smoked with beech wood and sawdust. Traditional meat food production (hams, pates, sausages,)
Turnover	4 mio €
Export	8 %
Employees	44
Establishment	2001
We would like to meet:	This company is looking for importers, agents and distributors (gourmet distributors, distributors of gastronomic specialties, delicatessen agents,..)

Company REPRESENTATIVE:	
Name, Family Name:	Mr. Janez Kodila
Position in the Company:	Owner and general director
Representative's e mail:	janez.kodila@kodila.si
Tel:	+ 386 2 5223 600
Foreign languages:	German, English

Company Name	Vinska klet Metlika (Metlika Winery)
Address	CBE 62, 8330 Metlika, Slovenia
Web	www.klet-metlika.si
Phone	+ 386 4 0588 827
Email	vinska.klet@kz-metlika.si
Producer of:	Wine producer
Short Company Description	Our wine cellar is established wine producer with wide range of wines for final consumers and HoReCa sector. We sell mainly do domestic market, but looking for business opportunities also abroad. We believe our wide range of high quality wines would find its place on a Polish market. So far we got a very positive feedback from Polish consumers which came across our wines, especially sweeter white wines.
About our products / services:	Wide variety of white and red wines
Turnover	1,5 mio €
Export	2 %
Employees	10
Establishment	1909
We would like to meet:	Company is looking for reliable partner with interest on distribution of their products or a retailer who could bring their wines to the final customers and HoReCa sector

Company REPRESENTATIVE:	
Name, Family Name:	Mr. Jože Cajnar
Position in the Company:	CEO
Name, Family Name:	Mr. Klemen Saje
Position in the Company:	Sales representative in wine sector
Representative's e mail:	Klemen.saje@kz-metlika.si
Tel:	+ 386 4 0588 827
Foreign languages:	English

Company Name	Puklavec family wines d.o.o.
Address	Kolodvorska 11, 2270 Ormož
Web	www.puklavecfamilywines.com
Phone	+ 386 2 741 5700
Email	vinska.klet@kz-metlika.si
Producer of:	Wine producer
Short Company Description	Our wine cellar is established wine producer with wide range of wines for final consumers and HoReCa sector. We sell mainly do domestic market, but looking for business opportunities also abroad. We believe our wide range of high quality wines would find its place on a Polish market. So far we got a very positive feedback from Polish consumers which came across our wines, especially sweeter white wines.
About our products / services:	Wide variety of white and red wines
Turnover	6,7 mio €
Export	35 %
Employees	160
Establishment	2009
We would like to meet:	Company is looking for reliable partner with interest on distribution of their products or a retailer who could bring their wines to the final customers

Company REPRESENTATIVE:	
Name, Family Name:	Mr. Primož Kreft
Position in the Company:	Business Advisor
Representative's e mail:	primoz.kreft@outlook.com
Tel:	+ 386 2 741 5700
Foreign languages:	English

Company Name	TOPP d.o.o.
Address	Šentvid pri Stični 152, 1296 Šentvid pri Stični, Slovenia
Web	www.berryshka.com
Phone	+ 386 4 161 2593
Email	info@berryshka.com
Producer of:	Spirits, fruit liqueurs and handmade chocolate
Short Company Description	Award winning artisan production of spirits, fruit liqueurs and handmade chocolate products under Berryshka brand . We are family run company focused to bring on the market high quality, premium artisan products. Our ingredients are carefully selected and processed with passion by our professional skilled team. Focused to sale across Europe.
About our products / services:	High quality spirits, fruit liqueurs and handmade chocolate
Turnover	6,0 mio €
Export	50 %
Employees	51
Establishment	1990
We would like to meet:	Targeted contacts for this company are importers and distributors with alcohol license

Company REPRESENTATIVE:	
Name, Family Name:	Mr. Samo Kenda
Position in the Company:	CEO
Representative's e mail:	samo@berryshka.com
Tel:	+ 386 4 161 2593
Name, Family Name:	Ms. Špela Verbič
Position in the Company:	Sales department
Foreign languages:	English

Company Name	MLINOTEST Živilska industrija d.d.
Address	Tovarniška cesta 14, 5270 Ajdovščina, Slovenia
Web	www.mlinotest.si
Phone	+ 386 5 364 4544
Email	tajnistvo@mlinotest.si
Producer of:	Pasta, milled and bakery wares and other related products
Short Company Description	Mlinotest d.d. is a company with a long tradition, specialised in the production of pasta, milled and bakery wares and other related products in compliance with stringent domestic and international food safety standards. It consists of 4 main divisions: Bread production, Pasta production, Production of milling products and network of retail shops
About our products / services:	Pasta, milled and bakery wares and other related products
Turnover	60,0 mio €
Export	21 %
Employees	670
Establishment	1867
We would like to meet:	This company would like to contact concrete Polish companies: Podravka Polska and VOG Polska

Company REPRESENTATIVE:	
Name, Family Name:	Mr. Danilo Kobal
Position in the Company:	President of Board
Representative's e mail:	danilo.kobal@mlinostest.si
Tel:	+ 386 5 1323 229
Name, Family Name:	Mr. Matic Majcenovič
Position in the Company:	Member of the Board
Representative's e mail:	matic.majcenovic@mlinotest.si
Tel:	+ 386 3 1325 625
Foreign languages:	English

Company Name	Delamaris d.o.o.
Address	Kal 1, 6257 Pivka, Slovenia
Web	www.delamaris.si
Phone	+ 386 5 703 1111
Email	info@delamaris.si
Producer of:	Canned fish and meat products
Short Company Description	<p>Delamaris d.o.o. provides healthy and high-quality fish products made from completely natural ingredients and only the finest raw materials. Experience originating from more than 135 years of tradition and combined with modern and environmentally friendly technology has enabled Delamaris to offer entirely natural products with no additives (i.e. preservatives, flavour enhancers, colourings etc.). All fish products are gluten-free and represent a natural source of calcium and omega-3 fatty acids</p>
About our products / services:	Canned fish products: mackerel filets and salads, sardines(Adriatic), tuna salads. Canned pate: mackerel, tuna and salmon pates, hen pate
Turnover	12,0 mio €
Export	50 %
Employees	90
Establishment	1879
We would like to meet:	This company would like to find an agent or distributor who has experiences working in FMCG segment, especially with canned products and who has strength to launch new brands in the Polish retail market

Company REPRESENTATIVE:	
Name, Family Name:	Mr. Damjan Oblak
Position in the Company:	Sales director
Representative's e mail:	damjan.oblak@pivkap.si
Tel:	+ 386 4 1653 075
Foreign languages:	English

Company Name	Wytwórnia Octu i Musztardy w Parczewie Sp. Z o.o.
Address	21-200 Parczew, ul. Tartaczna 1
Web	www.womparczew.pl
Phone	+ 48 83 355 17 96
Email	sekretariat@womparczew.pl
Producer of:	Musztardy, Ketchup, Ocet spirytusowy
Short Company Description	<p>Wytwórnia Octu i Musztardy w Parczewie Sp. z o.o. powstała w 1969r. Przedsiębiorstwo jest producentem octu, musztardy oraz ketchupu. Musztardy i ocet są wytwarzane według tradycyjnej receptury niezmienionej od ponad 40 lat. Od 1990 roku firma ulegała licznym przemianom, aby stać się przedsiębiorstwem prywatnym, którego głównym udziałowcem, w 2010 roku został: "Apis-Vita družba za proizvodnjo d.o.o." z siedzibą w miejscowości Kopivnik ze Słowenii. Firma stosuje politykę systemu HACCP w celu zapewnienia bezpieczeństwa zdrowotnego produktów i surowców na każdym etapie produkcji od dostaw surowców po sprzedaż wyrobu gotowego. WOM w Parczewie jako producent środków spożywczych spełnia również wymogi prawne Systemu Zarządzania Jakością ISO 9001 oraz standardy IFS.</p>
About our products / services:	Musztardy tradycyjne, musztardy smakowe, ketchup, ocet spirytusowy
Turnover	2,5mln €
Export	10 %
Employees	42
Establishment	1969
We would like to meet:	
Company REPRESENTATIVE:	
Name, Family Name:	Matej Hojnik
Position in the Company:	Prezes Zarządu
Representative's e mail:	sekretariat@womparczew.pl
Tel:	+ 48 83 355 17 96
Foreign languages:	English

Company Name	APIS-VITA d.o.o.
Address	Kopivnik 13, 2313 Fram, SLOVENIA
Web	www.apis-vita.si
Phone	+386 2 228 25 91
Email	info@apis-vita.si
Producer of:	Octy naturalne, octy balsamiczne
Short Company Description	<p>Apis-vita to unikalna firma, która łączy w sobie tradycję i nowoczesność z wysoką jakością jednocześnie zaspokajając wszystkie potrzeby konsumentów dzięki naszym wyjątkowym produktom jakim są octy o różnorodnych Produkty marki, Matejev, są odpowiednie dla całej rodziny, ponieważ są one wytwarzane ze starannie dobranych naturalnych składników. Profesjonalne podejście i elastyczność w koordynacji z najlepszymi materiałami i kontrolą jakości zapewniają zdrową podstawę dla innowacji i rozwoju. Rozwój firmy opiera się na tradycyjnych metodach produkcji, przy wykorzystaniu najnowszej technologii fermentacji zanurzeniowej. Od roku 2010 firma Apis-Vita jest także właścicielem Wytwórni Octu i Musztardy w Parczewie.</p>
About our products / services:	Naturalny niefiltrowany ocet jabłkowy, ocet winny, naturalny ocet jabłkowy, ocet spirytusowy, ocet balsamiczny, ocet balsamiczny o smaku śliwek
Turnover	2,5mln €
Export	10 %
Employees	42
Establishment	2002
We would like to meet:	
Company REPRESENTATIVE:	
Name, Family Name:	Matej Hojnik
Position in the Company:	Właściciel
Representative's e mail:	info@apis-vita.si
Tel:	+386 2 228 25 91
Foreign languages:	English

COMPANY PROFILE

**Visit of Slovene companies in Poland
Warsaw & Parczew, 23-24 October 2017**

Profil podjetja (v pol. jeziku):

COMPANY Name: GRUPA CSP Sp. Z o.o.	
Participants at the business event (name and designation): Franc Purgaj, B.Sc.Ec., Spec. Log. Manag. – pełnomocnik	
Contact Details: Address: Al. KEN 90 m.34 , 02-722 Warszawa, Poland Phone: ++48 606 101 354 Fax: - Email: fpurgaj@siol.net Website: -	
Company profile (main products/services, core activities, strengths, final customers): Spółka jest zarejestrowana w Polsce z kapitałem akcyjnym 100% pochodzenia słoweńskiego. Główne usługi – agencja zajmująca się przede wszystkim segmentem produkcji owoców i warzyw konserwowanych, oraz winem na rynku polskim. Preferencyjnie dla producentów ze Słowenii.	
Turnover: do milion złotych polskich	Export turnover (in %): 100 %
Number of Employees: jeden	Year of Establishment: 1994
Short description of target contacts on Polish market (importers, agents, distributors, wholesalers,...) : Obecnie reprezentujemy na rynku polskim : ETA Kamnik, VERUS Wineyards	
We are fluent in the following languages:	
German	<u>Angielski</u>
Other (please describe): <u>Słowenski, Polski</u>	

Date: 17. Pazdziernika 2017
Purgaj

Signature and seal: Franc