



EBEN-HEZER Dariusz Popiński UL. WASILKOWSKA 12C NIP: PL9521642875
Tel. +48 22 872 44 53, +48 605 594 240 www.numatic-eh.pl www.eben-hezer.pl

Short historical introduction Numatic presence on Polish market:

During 1993 – 2002 Numatic was not recognised brand in professional cleaning branch. It was time that strong position had German cleaning machines: Columbus, Karcher, Hako.

I worked before 2000 for one of the biggest distributor Henkel Ecolab, which launched professional system hygiene in Poland. Their idea was complexity and holistic sight of view in floordress: chemicals, system of dosing and cleaning machines – Italian Fimap. I lead hygiene trainings among medical staff and cleaning companies etc.

I graduated in management from Warsaw School of Economics – best school of business in Poland. I am owner of Eben-Hezer company situated in capital city - Warsaw, Poland from 2000. From beginning my business I actively and innovatively promote cleaning equipment and cleaning machines using in internet enviroment. I created website www.eben-hezer.com, which included Numatic products in Poland (first internet shop (e-shop) dated **26th October 2001** also in English version: - see also – click About Company in below website <https://web.archive.org/web/20011026142634/http://www.eben-hezer.com/htm/emaszyny.htm>

My first contact with Numatic goods:

My first purchase of Numatic cleaning machines TT 345 was in the end of 2000 and it was imported from Germany. In 2001 I sent offer to Polita cleaning company - (sister company of Polor) to encourage them to buy Numatic cleaning machines from me (they used Comac and Hako). I didn't know at that time that Polor is official Polish distributor. I bought Numatic machines from other supplier before. Polor informed me (Mrs Wladyslawa Kocot) that they are Numatic official distributor

My innovative methods have made Numatic a recognised brand in Poland.

When I got biggest Polish supermarket network called Marcpol, Numatic sales systematically increased. I had success year by year 2006, 2007, 2008, 2009 in turnover (I have diplomas for the best Dealer 2008 and 2009 in Poland signed by Mr Dominiczak).

My rapid growth resulted in starting own businesses by two Polor's employees and following my business activities. They became the best dealers in Poland with me for last 5 years. It is one from Gdynia (2010) and second (2008) from Chociwel (near Szczecin).

Now **Polish market** is **second biggest market in global sales Numatic goods** after USA market.

There are important facts about Eben-Hezer company 2000-2017:

- **initiator** of introducing in the Ministry of Labour new profession - cleaning machines operator – more info (www.omc.edu.pl).
- **leads trainings** base on own authorship and colaborates with private and state companies.
- offers **cleaning machines sales and rent**
- **independent company** from beginning which **creates new marketing strategies** to develop professional cleaning technologies
- **provides** warranty and after sales service situated in the centre of Warsaw (near Chopin airport)
- has been using web-based sales since **2001** and product presentation among clients