



TETEX MAGAZINE

TECHNICAL TEXTILES MAGAZINE

EUROPEAN TECHTEXTIL MAGAZINE | issued quarterly | 01/2015 | July-September | www.tetex.com



Everything you need to know about the awnings market!



Tetex's simple and effective business idea
Bumper ball



■ **Polish companies at
Techtextil 2015**

■ **The ABC of Tetex:
Acrylic**

■ **Innovative
basalt fibres**





Welcome to our first edition of Tetex magazine! This quarterly electronic magazine is aimed at people working in the technical textile industry. We are committed to providing our readers with the most important and major breakthroughs in the technical textiles industry. In this edition, amongst the many interesting articles, we have taken an in-depth look at the awnings market, offer advice on the perfect holiday tent, suggest simple and effect business ventures and report on our top 10 products for the summer.

This publication stems from our keen interest in the technical textile industry combined with creative energy that have led to the development of Tetex.com and Tetex.pl. These websites were developed to enable exchange of branch information, and provide an online sales platform.

If you would like further information about these projects or to leave feedback about our electronic magazine please contact info@tetex.com

The Tetex Team



Dorota Sakowska-Hunt
Editor in chief

Do you have an interesting product? Let us know! info@tetex.com.

03 TECHTEXTIL 2015

Our report from the largest trade fair for technical textiles

03 ABC TETEX

New informative and educational cycle

04 POLISH COMPANIES AT TECHTEXTIL 2015

Breakdown of the most interesting Polish companies at
Techtextil 2015

05 WHAT DO YOU NEED TO KNOW ABOUT THE AWNINGS MARKET

What you need to know about the awnings market

06 INNOVATIVE BASALT FIBER

Advanced and highly efficient materials from basalt fibre

06 PORTABLE FLAGS

Portable flags storm the outdoor advertising market

07 TECHTEXTIL FAIR CALENDAR

08 GAIN WITH TETEX

Vouchers and discounts

08 NEWSROOM

Curiosities from world of techtextil

09 TOP10 - PRODUCTS FOR SUMMER

The latest top ten products for the summer.
Something for everyone!

10 SPHERICAL TENTS

Unusual products branch related with
events and celebrations.

11 IDEA FOR BUSINESS WITH TETEX.: RENT A BUMPER BALL

"Tetex's business ideas" is connected to the techtextil market
where we present new and little-known ways to earn.

EDITION 01 / 07 - 09 2015

TECHTEXTIL 2015 OUR REPORT

The Techtex 2015 trade fair is an international event which takes place every two years in Frankfurt am Main.

This year we had the chance to visit the exhibition halls and discover the new developments at the booths from companies all over the world. The fair made an incredible impression, due to the sheer size of the exhibition halls and the enormity of exhibitors and participants involved in the event. This year, more than 1,600 exhibitors presented their products on the world stage. This is clearly the biggest exhibition of technical textiles in the world.

The biggest advantage we found at the trade fair was the ease of establishing contacts with companies from around the world. The Community of Industry Guide is definitely ready for exchanging information and open to establishing international cooperation. Sometimes it was hard to talk to representatives of companies, due to the number of people at the many stands, beyond the means of their representatives. The atmosphere at Techtex 2015 had something for everyone from those who just came for a short visit, to those interested in commercial transactions. Of course it was also the chance to meet with the friends from the industry, talk about business or exchange information about news or new ideas to speed up business growth and development. Although we were unable to attend the symposiums accompanying the trade fair, the exhibition booths often turned out to be a treasure trove of knowledge and new technologies.

One thing is clear, many companies considered Techtex 2015 to be one of the most prestigious events to exhibit at. Therefore at every stand there was always something attention grabbing and memorable.

A big impression was made by the impressive Lubawa SA stand – definitely the most professional stand we saw at the fair trade. The Sioen stand, one of the leaders at Techtex, had a spectacular stand showcasing some of their products. Aside from the interesting audiovisual shows, the stand was full trade and provided practical technical information presented in a novel and interesting way.

A clear sense of taste and good choice in proportion to the size of the exhibition was the stand by the Italian company that specializes in awnings – Saulea Technical. Inside the trade fair halls you could even find Mary Poppins – a magical governess who cares for needy children.

ABC TETEX. : ACRYLIC



Tetex presents its ABC of technical textile products, a new informative and educational series which describes important concepts and specific topics from the world of Techtex. Today the topic is acrylic.

Acrylic fabrics are technical textiles formed from acrylic. They have very similar properties to wool but are usually made from mixed fibres

Composition:

Acrylic is a synthetic fibre synthesized from the polymer polyacrylonitrile. Acrylic contains a minimum of 85% acrylonitrile whilst modacrylic (modified acrylic fibre) contains 35%-85%.

Properties: Easy to dye, poor moisture absorption and low susceptibility to solvents.

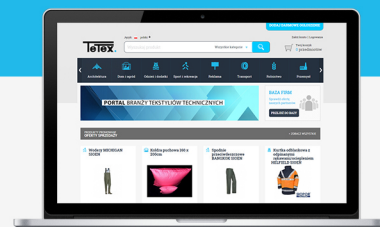
Applications: Awnings, roofing, garden/beach furniture, huts, tents, vehicle and home interiors, boat superstructures.

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With each Techtextil trade fair, Polish companies become more visible alongside foreign competition. We decided to take a look at the profiles of some of them. One of the goals of Tetex.com is to present the most interesting domestic Techtextil businesses. The Trade Fair in Frankfurt am Main is a good opportunity to look at those companies which actively participate in the international market and who can compete with foreign solutions.

POLISH COMPANIES AT TECHTEXTIL 2015 TRADE FAIR

We can only congratulate and wish further success to all those companies we had the pleasure to meet. Operating in several markets is a challenge that requires hard work, perseverance and financial outlay.

Good luck!



FRANKFURT



Marand

One of the more intriguing meetings and presentations was at the intriguing Marand stand specialists in high quality warp knitted fabrics. More than 30 years of experience makes this producer one of the most established Polish exhibitors which we had the opportunity to meet at the trade fair. The unquestionable advantage of this domestic business is its flexibility and opens the door to cooperating with European firms both small and large.

Lubawa SA

With awesome company stands and an impressive product range, Lubawa is one of the leading manufacturers of equipment and accessories for special and rescue services. The company's range includes almost everything related to health and safety products, from protective clothing to the decontamination cabins used to neutralize the pollution caused by the effects of NBC weapons. Established in 1991 it has continually expanded its product range, whilst at the same time fulfilling orders from all over the world.



Lentex SA

If you are looking for industrial or apartment carpets the company to look for is Lentex, based in Lubliniec. Lentex's products comply the major international quality standards, which helped make Lentex popular to companies from both Poland and abroad. The nonwovens produced by Lentex have many uses including technical sanitary applications, automotive and buildings etc.

Auto-Textiles Kora

Specializing in products for auto upholstery Kora is a rapidly developing company from Zgierz (central Poland). At the Techtextil Trade Fair Auto-Textiles Kora presented advanced knitted polyester and polyamide products designed specifically to improve the comfort of car upholstery whilst offering a wide range of products in terms of the weight and quality of designs.

Legs

One of the largest domestic distributors of textile yarns, Legs, which is able to fulfil even the largest of orders is not afraid of new markets. At first Legs only operated in the Polish market, however since 2004 it has actively engaged in meeting the needs of foreign customers. We had the opportunity to visit the Legs stand at the Techtextil Trade Fair and would like to commend them for their highly professional customer service and care.

Neks

A company with a rich tradition in the production of technical and textile laminates, which focuses on quality and customer satisfaction. At the Techtextil 2015 trade fair, not for the first time, it proudly presented their ecological and modern lamination processes. The company success can be easily seen in their constant order increases and favorable market situation.



REPORT

EVERYTHING YOU NEED TO KNOW ABOUT THE AWNINGS MARKET!

Awnings are structures which are designed to create a shade and ideally be appealing to the eye. The popularity of awnings increases over the summer months. For many people excess sunlight is tiring. Awnings can provide a blackout which holds the key to help reduce temperature. The chill it provides has beneficial effects on work performance during the summer days. Iced tea and a moment of relaxation under the awning is pure pleasure, promoting the regeneration of the body. Several varieties of awnings are available commercially. The most popular type is a patio awning which is usually mounted on the terraces of houses, shops, cafes and gardens. The stronger the blackout the greater the savings on air-conditioning costs.

The second type is the awning balcony which differs in size. Occasionally you may also find side awnings. These are used on balconies, car and truck exteriors etc. in contrast to the other types of awnings which are mounted on the sides of a balcony their task is to create shade and separation of space to ensure privacy.

implest of awnings it is manual. The diversity of construction and the materials is reflected in prices. Everyone can afford this type of product..

Below are examples of awning types and their prices:

Name	Size	Price
Window Awning	2.95x 2m	84 € *
Window Awning	3.95x 2.5m	156 € *
Terrace Awning	3,96 x 3m	188 € **
Terrace Awning (NATERIAL)	3,96 x 3m	347 € **

* price from praktiker.pl

** price from leroymerlin.pl

The difference in awning prices is related to the quality of performance as well as other parameters. If you are looking for awning manufacturers it is worthwhile paying attention to your home market and companies such as Vitabri, Shadow, Active Life, and Dragon. When purchasing an awning it is worthwhile paying attention to the technology used to produce the fabric the awning is made from. On the Polish market there are two dominant types.

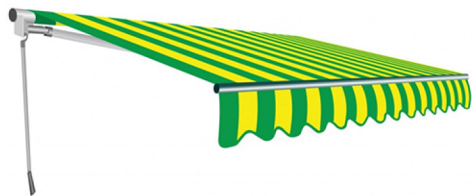
Asian technology focuses on the appearance of the awning material and is based mainly on dyeing white material. The applied colour is not durable and has a low resistance to fading. Awnings made with materials from this dyeing technique keep the original colour for some time but after a while the top layer is destroyed and they quickly lose their natural colours. An alternative method has been developed by European companies, such as Sauleda. Sauleda is a Spanish manufacturer of awnings, whose official distributor in Poland is SakoExpo. We recommend these products, as they are characterized by high durability and precision. In contrast it is common in Europe for awning colouring to be made at the thread production. This means that awnings made on the continent keep their colour for longer.

Ready-Made or Bespoke: Which Awning Should I Choose?

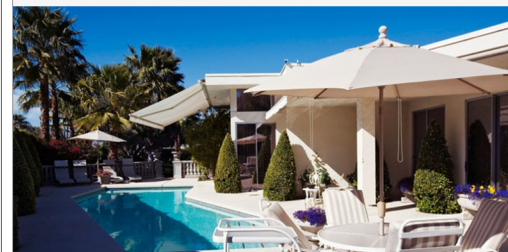
The answer to this question depends mainly on your awning requirements. Let's consider however, the advantages and disadvantages of both options. Regardless of whether the awning is readymade or bespoke they can both vary in terms of the installation either being easy to install or requiring the services of an installation company.

Awning Feature	Awnings	
	Ready-Made	Bespoke
Price	+	-
Availability (time)	+	-
Custom sizes	-	+
Unusual patterns	-	+
Increased durability	-	+

When deciding on an awning it is particularly important to consider quality. Cheaper structures may be suitable or one season only, hence Tetex.com recommends considering manufacturers experienced in the production of modern and sustainable solutions.



The multitude of applications of these products is due to their simple structure. The awning is mainly constructed from aluminium, polyester/acrylic fabric in a matching colour/formula, and plastic components allowing quick assembly and disassembly. Awnings are available in various sizes and weights. An important factor influencing the price is the winding mechanism. In more expensive versions it is automatic but in the



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Portable flags - is it worthwhile using them in promotions?

Portable flags are extremely popular in the outdoor advertising market and are used by various industries from services to the IT sector. This did not happen by chance. Winders portable flags have many advantages, here are some of them:

A. Economy – Winders portable flags are affordable to everyone, even those conducting microeconomic activities. It is an equally low risk investment for large companies.

B. Mobility – portable flags are universal and can be deployed at your discretion, both inside and out.

C. Easy Modification – Winders have adaptable structures and it is possible to change the type of base which is supplied with the flag. This expands the list of potential sites where the flags can be displayed for promotional purposes. Are you on a football field or beach? Go ahead and hammer it into the ground to create a perfect display. Are you on the windswept slopes? Nothing stands in the way of promotion flags adding a sinker to the base the flag will stabilise it. The process of brand creation takes a very long time. There are no shortcuts, and the results will only come to those who are not afraid to target potential clients with offers.

Flags of course, are just one of the elements of this "branding campaign". Highly visible they quite naturally accentuate our message in outdoor advertising.

Today's printing method can include almost any graphic pattern for a knitted fabric which can then be transferred onto the flag but the message for this type of product should be as clear as possible. It is worthwhile retaining the logo whilst dispensing with detailed contact information. If anyone is really interested in the services or tempted by the products advertised they will find the company, as such, Winders flags are an ideal promotion tool.



INNOVATIVE BASALT FIBER



INCOTELOGY GmbH



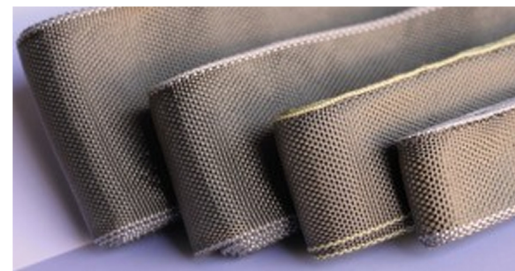
INCOTELOGY's presence at Techtextil 2015 in Frankfurt focuses on high quality highperformance basalt fibre textiles, nonwoven, basalt fibre rovings and basalt filament yarns. New developments include fabrics with functional coatings and conductive hybrid yarns as well as high quality basalt nonwoven without adhesives attracted the attention of many visitors at Techtextil 2015.



Properties

- Excellent mechanical properties.
- Amazing force and sound absorption.
- High operating temperature range.
- High resistance to aggressive environment and corrosion.
- Easier handling during weaving and further processing.

These are of peculiar interest especially for automotive, aviation and construction industries. The continuous annual increase in demand for highperformance basalt fibres have already found their niche in the market and implies growing market share of basalt fibres in the next years.



Basalt fibres with a density of 2.67 g/cm³ show compared to E-Glas fibres with density of 2.52.8 g/cm³ higher tensile strength and E-Modules, better chemical and thermal resistance properties. In comparison to carbon fibres are basalt fibres four times more elastic and provide better forces absorption than carbon fibres.

Green product

Basalt fibre and basalt fibre products offer not only excellent possibility to reduce of nonrecycling materials but also to decrease of material costs and allow materials savings. Thereby we help our customers to achieve their sustainability goals.



Techtextil fair Calendar

13 / 18

August 2015



INTERNATIONAL FAIR OF
INTERIOR EQUIPMENT,
TEXTILES, GIFTS AND TOYS

SWEDEN - STOCKHOLM

22 / 24

August 2015

STYL·KABO

INTERNATIONAL FAIR OF
CLOTHING AND TEXTILES

CZECH REPUBLIC - BRNO

09 / 11

September 2015

КНЕВ
ТЕКСТИЛЬ

INTERNATIONAL FESTIVAL
OF FASHION, CLOTHING
AND TEXTILES

UKRAINE - KIEV

22 / 25

September 2015



INTERNATIONAL FAIR OF
TEXTILE AND LIGHT
INDUSTRY

SWEDEN - STOCKHOLM

25 / 27

September 2015



INTERNATIONAL
YACHTING FAIR

POLAND - OSTRODA

25 / 27

September 2015



INTERNATIONAL FAIR OF
CONSTRUCTION AND
INTERIOR EQUIPMENT

POLAND - BIELSKO BIALA



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Newsroom Tetex

Tent for detecting fingerprints

A specialized tent (essentially a mobile laboratory), used to detect fingerprints directly at a crime scene, has been developed by the Polish scientific and industrial consortium Moratex. Due to its rapid construction it is possible to detect fingerprints within 3040 minutes. These tents will greatly assist the police in their investigations.

Tegralite - Technical textiles for aircraft

The chemical company Solvay, established in Brussels, has started producing Tegralite a high performance and lightweight thermoplastic material that offers new solutions for the aircraft industry. Using this material fuel costs are greatly reduced as well as the costs of repair and maintenance of airplanes.

Stay on the wave with Quiksilver!

True Wetsuits look like normal business attire: ties, shirts, jackets, and pants. The color options are equally conventional, with a navy or black singlebreasted jacket, and, for more formal occasions, a tuxedo.

Cellulose NanoFibres from carrots

Move over carbon fibre, there's a new ecofriendly material that's lighter and twice as strong, and is derived from agricultural and food processing waste. A Scottish sustainable materials company is on the verge of launching a revolution in renewable and ecofriendly nanofibres, which could be the future of high performance coatings, composites and threads.

TOP 10



TOP 10 - HITS OF THIS SUMMER

Here are our top ten hits for the summer of 2015. We focussed not the only things you can buy, but also those that can be used on a beach holidays or city breaks. Something for everyone!



1. Kite Buggy

Kite Buggy is one of the varieties of land sailing (a small vehicle powered by a power kite) and a very extreme and exciting sport. The set consists of a power kite and buggy where the driver sits. The buggy can reach speeds up to 100 km/h. The kite has a constructed chamber, similar to those used in paragliding. Versions are available for amateurs and professionals.

HOT NEWS: The speed record set on 22 December 2014 by Stephan van Bommel was 111 km/h.



2. Awnings

Awnings can be adapted for use on terraces, gardens, balconies, and even vehicle (car or camper awning). Marquis is a synonym of comfort and idyllic relaxation. Useful wherever it is needed protection before a temporary breakdown of weather / strong sun.

HOT NEWS: The use of awnings can reduce the cost of air conditioning by up to 50%.



3. Bumper ball

Bumper ball the latest craze to hit the inflatables market. These inflatable balls are great for parties and team building events, you can even play a game of football wearing them! The balls are made of flexible materials that perfectly demonstrate their strength and versatility during for outdoor activities.

HOT NEWS: Bumper balls are made of PVC or TPU. TPU is more resistant to scratches and dulling.



4. Event Dome Tents

Dome tents are a unique setting for parties, festivals and corporate events. The dome tents permit optimal use of space inside the tent. The tents are also very attractive as well as extremely practical.

HOT NEWS: One of the world's dome tent market leaders is the Polish company Freedomes winner of 9) A + Awards in the category accessories.



5. Inflatable pitch

Inflatable field made of PVC (often coated), the product looks just like a football field. Its huge size allows many people to participate. They are available in a variety of colors and are perfect for organizing outdoor activities or events.

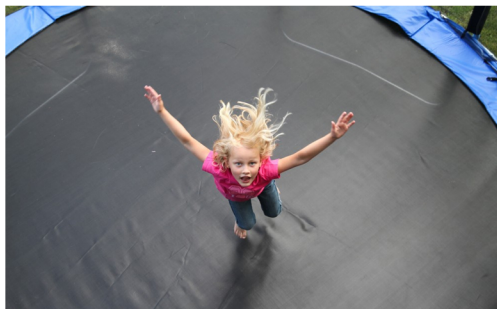
HOT NEWS: The FIFA World Cup for the blind and visually impaired was played on a pitch with turf surrounded by inflatable barriers.



6. Advertising/Promotional Sun Loungers

Comfortable sun loungers offer a great way to spend a hot summer day on the beach or garden in comfort. The fabric used to construct sun loungers can serve as a place for local companies to advertise their restaurant or other activities. With low costs and the possibility of deployment on virtually any surface this represents a worthwhile marketing opportunity.

HOT NEWS: The biggest beach sun lounger is located in Bournemouth (United Kingdom).



7. Trampolines

Garden trampolines are becoming popular by combining business with pleasure. They are suitable not only for fun, but also can be used as a fun way to lose of calories. Made of strong lightweight polypropylene and can support both children and adults.

HOT NEWS: The record jump on the trampoline belongs to trio Eric, Sean and TJ Kennedy. They managed to jump almost 7 meters.



8. Pontoons

These inflatable boats are not just for use in the field. As it turns out, more and more thirsty adrenaline vacationers are interested in buying pontoons. Pontoons are made from crack resistant (of course there are limits) materials. Available in sizes suitable for everyone from the youngest to the oldest.

HOT NEWS: In the recently opened Schlitterbahn water park (Kansas City) a water slide has been constructed where will be possible to achieve speeds of up to 105 km/h.



9. Inflatable Pools

These pools can be taken almost anywhere. One advantage of inflatable pools is that they can be reused. Inflatable pools are perfect for people who do not have the space required for a traditional swimming pool. It's also possible to take with you on vacation!

HOT NEWS: The largest inflatable swimming pool can be found in San Alfonso del Mar in Chile.



10. Barbecue

Summer is the traditional time to have barbecues and outdoor parties. The designers of GoBQ have developed a novel mobile barbecue. This folding barbecue allows you to fry your favorite steaks or sausages almost everywhere. Do not be fooled by its size. This inconspicuous package can turn into a grill for your camp or party in just minutes. Due to the structure and size you do not have to concern about lack of space.

HOT NEWS: The first barbecue in the form that we know today was developed in 1960 in the United States.

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SPHERICAL TENTS

It is clear that Polish companies are able to be innovative and competitive on the international stage. Creating products for global sports events and coorganization of international events is one of the major achievement Freedomes, based in Szczecin. This conceptual design developed in 2006, is the production and promotion of spherical tents or domes. It is a new concept and still fresh in Poland where these domes have been widely used to stage major events and festivals. This concept has also been widely welcomed abroad. Freedomes are proud that their products can be found on exhibitions, events in the United States, Britain and even Saudi Arabia.

Freedomes products are dome tents with unusual spherical shapes. They are used mainly as roofing to stage mass events. However, their original design and quality workmanship mean it can be used wherever required for aesthetic as well as practical purposes.

Although the majority of orders are for corporate events, Freedomes have decided to create a

model FDomes for individual customers. The task they set was to develop a lightweight tent with a steel structure for selfassembly, using membrane stretched polyester. Depending on size these tents vary in price from 9-35,000 PLN. The versatility and utility of the products offered by Freedomes is justified by the fact that their work has been recognized by the public and awarded in the design A + Awards. This distinction was awarded by a jury of 300 architects. Hence, one is tempted to say that it's really valuable prize in the world of architecture and design. All the more we congratulate Freedomes win in the category "Popular Choice" award. The award ceremony was already on May 15 in New York. This representative company from Szczecin shows that technical textiles and using them in the right way can be the key to success. Indigenous entrepreneurs gain through the continued popularity of their products among foreign customers. We are confident that the foreign and Polish customer bases will continue to increase throughout 2015.

TETEX's IDEAS FOR BUSINESS: RENT A BUMPER BALL



Spring is the perfect time to start a new business. Winter with its long evenings is replaced by warmer and longer days. At such a moment why not ask yourself the question, "what could I do for a business?" In the first part of a series of articles, "Tetex's Business Ideas", we will be focusing on a new sport. It is slowly coming out of the shadows and is becoming popular not only with young people but also with anyone looking for an active and fun way to spend their free time. Bumper ball, like any novelty, requires knowledge and research into the topic. It is particularly important to undertake background research when considering an investment in something new.

What is Bumper Ball?

Bumper ball is based on crutches made of TPU or PVC material. The most important rule is that all players wear a special outfit. The rest depends on the creativity or the rules introduced by the organiser. Usually the participants of these events combine football with the possibilities offered by the inflatable costumes. They fight, jostle and do not spare their opponents, which, under normal conditions would have ended the game with a red card. Bumper ball is a sport originally made popular in Norway but currently gaining many fans around the world.

Why do Business on the Basis of a Bumper Ball?

All great businesses are based on people, hence, you should think about their needs. People want well organised fun and to try out new experiences. Bumper ball is also great for teambuilding exercises and is suitable for employees of large corporations looking for how to get rid of negative emotions, as well as for young people. An important advantage of this sport is that it offers the option of organising competitions both inside and in the open air, which means that if you are organising events or renting out bumper balls you don't need to worry about the season. From a business perspective it means that income can be generated all year round.

How Much will it Cost?

The table below shows the approximate costs involved in setting up a bumper ball business.

Item	Price
Photographs	15-65 EUR/H
Transportation of Bumper Balls	15-70 EUR
Playing Field Rental	30-100 EUR
Business Premises	4 x 65-300 EUR
Bumper Ball	6 x 375-750 EUR

Summary of Costs

The cost figures were intentionally prepared as lump sums rather than on a percentage basis as it clearly illustrate the costs involved. The best will each prepare an extensive list of functionalities and additives. Organising bumper ball rental is not cheap. However, since it is highly profitable, the initial outlay can be recouped within a short period of time. Especially when you consider the price of what we as a company can offer to our potential customers.

What are the Prices for the End User?

We would recommend developing discount plans for individual and business customers from the outset. The cost of one hour should not exceed 12 Euros per person for individual clients and 25 Euros for business clients. Prices should be reasonable and based on the actual cost and quality of what is being offered. Remember that by using a reasonable pricing policy the quicker you will manage to get customers and, in the long term, obtain a return on your investment.

For example, by investing 5000 Euros, the price for a sixperson team would be 75 Euros per hour. Depending on the nature of the organisation and the number of participants we could earn about 400 Euros per day. Of course, this doesn't take into consideration other expenses such as taxes and the other costs. Even in a situation where this sum was only 200 Euros per day with just one set of bumper balls an income of Euros per month is achievable. This means that within only six months we can think about success.

Summary

Bumper ball is a novelty that is extremely versatile whether you are seeking relaxation or looking for a thrill. The latest craze in entertainment and enterprising people you will soon see its full potential.

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