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## FW: Technology Transfer and Development of a Local Agricultural Machinery Industry

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Sat, May 16, 2026 at 11:27 AM

To: secretary@iranemb.pl

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**From:** Agata Klimowicz (UNIA) [mailto:[agata.klimowicz@uniagroup.com](mailto:agata.klimowicz@uniagroup.com)]**Sent:** Thursday, May 14, 2026 5:24 AM**To:** [secretary@iranemb.pl](mailto:secretary@iranemb.pl)**Subject:** Technology Transfer and Development of a Local Agricultural Machinery Industry

### Strategic Partnership Proposal

#### Technology Transfer and Development of a Local Agricultural Machinery Industry

Your Excellency,

On behalf of **UNIA Group**, part of the **Chemiról Group** and one of Poland's leading manufacturers of agricultural machinery, we respectfully present a proposal for a **strategic partnership aimed at establishing a local agricultural machinery industry in your country**, based on proven European technologies.

This initiative is designed not merely as a supply or trade arrangement, but as a **long-term industrial cooperation programme** focused on technology transfer, local value creation, and the strengthening of national agricultural and industrial sovereignty.

### Scope of Technology Transfer

Under the *Full-Spectrum Agriculture* concept, UNIA Group is prepared to grant production licenses and provide full technical know-how covering the following equipment segments:

- **Potato production technology – complete value chain:**  
Planters, mechanical weeders, crop sprayers, potato harvesters (Bolko / Pyra), and diggers.
- **Seeding and tillage equipment:**  
Cereal seed drills, precision planters, ploughs, and comprehensive tillage systems.
- **Forage harvesting technology:**  
High-density balers, bale wrappers, and integrated baler-wrapper combinations (MASTER series).
- **Fertilization and crop protection equipment:**  
Fertilizer and lime spreaders, manure spreaders, and a full portfolio of field crop sprayers.

### Strategic Value for the State

The proposed cooperation delivers clear benefits at the national level:

## 1. Import Substitution and Industrial Localisation

Local manufacturing using domestic steel, components, and workforce reduces dependency on imported finished machinery, supports national industry, and limits permanent outflows of foreign currency (USD/EUR).

## 2. Employment and Skills Development

The project creates skilled industrial jobs and develops local engineering, production, and service capabilities through structured technology and know-how transfer.

## 3. Basis for Industrial Policy Instruments

Once local production is established, the government gains a strong foundation for introducing **market-protective mechanisms** (e.g. tariffs on fully imported machines) while supporting domestic suppliers and SMEs.

## 4. Proven Technology for Demanding Conditions

UNIA machines are engineered for challenging soil and climate conditions and emphasize mechanical robustness, service simplicity, and limited reliance on sensitive electronics — an important factor for operational reliability and lifecycle cost control.

## 5. Continuous Development and National Adaptation

UNIA Group commits to ongoing product development, local adaptation, and engineering support to ensure that machinery evolves in line with national agricultural strategies and farmer needs.

## Long-Term Partnership Framework

The cooperation is designed as a **long-term industrial partnership**, not a one-off transfer.

As part of this framework, **20% of licensing revenues** will be reinvested into future product development, with all resulting technologies made available to production facilities in your country.

## Proposed Phased Implementation Model

The localization process is structured in three clearly defined stages:

### 1. Phase I – SKD Assembly

Local assembly of supplied sub-components combined with workforce training and technical transfer.

### 2. Phase II – Structural Manufacturing Localization

Domestic production of frames, chassis, and steel elements using local materials and suppliers.

### 3. Phase III – Full Local Production

Complete manufacturing of agricultural machinery under a **national brand**, with full industrial and technological independence.

## Next Steps

UNIA Group is ready to:

- Provide a **detailed Local Content and industrialization roadmap**,
- Engage with relevant ministries and agencies,
- Host an **official technical and policy delegation visit** to our manufacturing plants in Poland.

We believe this initiative aligns strongly with objectives related to food security, industrial development, and economic resilience, and we would welcome the opportunity to explore it further with your institutions.

Respectfully,

Pozdrawiam / Best regards

**Agata Klimowicz**



*Export Area Manager*

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Administratorem Twoich danych jest Unia sp. z o.o. z siedzibą w Grudziądzu, przy ul. Szosa Toruńska 32/38, 86-300 Grudziądz, wpisana do Rejestru Przedsiębiorców Krajowego Rejestru Sądowego przez Sąd Rejonowy w Toruniu, VII Wydział Gospodarczy Krajowego Rejestru Sądowego pod numerem: 0000147646, NIP 8761008692, REGON 870320113. Z Administratorem możesz się skontaktować wysyłając wiadomość na adres [grudziadz@uniagroup.com](mailto:grudziadz@uniagroup.com), więcej informacji znajdziesz w naszej **Polityce Prywatności**.

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