



GRODNO

*THE LARGEST POLISH DISTRIBUTOR
OF ELECTROTECHNICS*



About the company

- 35 years on the Polish market**
guaranteed quality of products and services
- 660 employees**
with knowledge and experience
- Almost 90 sales points & e-commerce platform**
in Poland and Croatia
- 100,000 satisfied customers**
buy from us every year
- 40,000 products**
available at chosen location in 24 hours



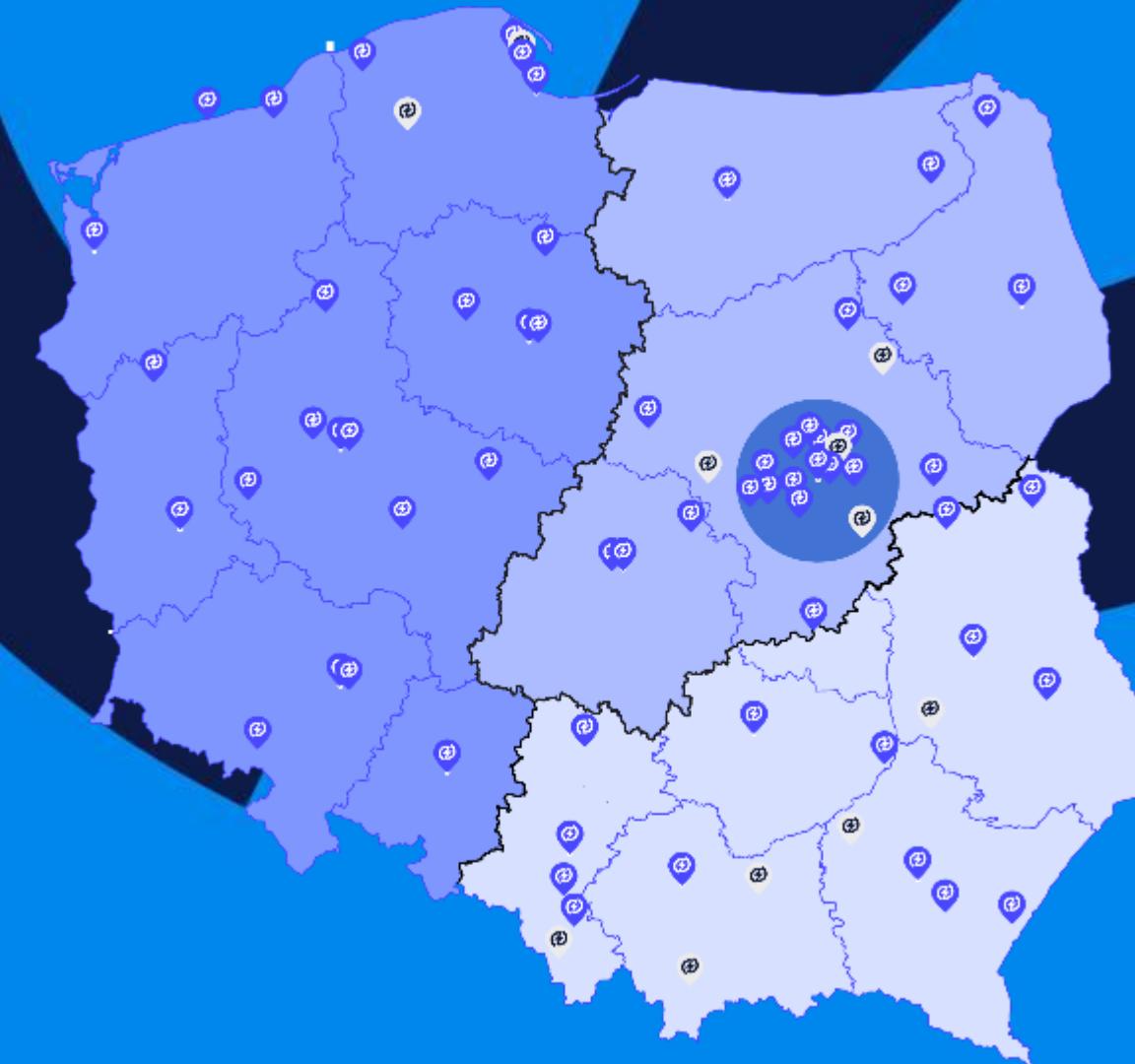
Why GRODNO?

- ⚡ Wide range of proven products
- ⚡ Express quoting
- ⚡ Dedicated sales reps
- ⚡ Always close to you – in-store and online
- ⚡ Express deliveries, even to construction sites
- ⚡ Support at every stage of the project
- ⚡ Flexible payment terms
- ⚡ Individual commercial terms
- ⚡ Top-level training

Sales network

We have the largest sales network in the industry: nearly 90 branches across Poland and Croatia.

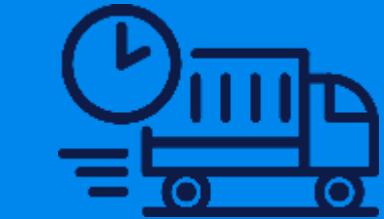
Our branches are supplied by a modern Distribution Centre in Mazovia.



Logistics



Delivery to construction sites
or any other location you specify



Express deliveries



Oversized transport

Order placed by 16:00
we'll deliver the next day by 8:00



GRODNO offer

- ⚡ Heat pumps
- ⚡ Photovoltaics
- ⚡ Cables
- ⚡ Industrial automation
- ⚡ Professional lighting
- ⚡ Air conditioning and heat recovery
- ⚡ Decorative lighting
- ⚡ Tools
- ⚡ Hydraulics
- ⚡ Monitoring and alarms
- ⚡ Automation



#ElectrifyingReliability

Photovoltaics

- ⚡ PV modules
- ⚡ Batteries
- ⚡ Protection and monitoring
- ⚡ Inverters
- ⚡ Mounting structures
- ⚡ Solar cables and connectors

Suppliers:



- PV modules in container quantities
- Short delivery times
- Optimal solutions in terms of technology, cost, and aesthetics
- TCO, roof audit, project and as-built documentation

Photovoltaics – our projects

As a PV market leader in Poland since 2008, we've completed thousands of projects. Working with us means real support for your business growth. Our clients gain an edge, save time, and always deliver top quality.



2 MW solar farm
5,838 modules



Leroy Merlin
12 installations of 50 kWp each



Ostródzka Estate in Warsaw
6 installations of 10 kWp each

Heat Pumps

- ⚡ Support in project design, selection, and servicing of heating systems
- ⚡ Assistance with commissioning, configuration, and inspections
- ⚡ Cooperation with experienced installers and design offices
- ⚡ Certification and authorization trainings for installers and plumbers
- ⚡ Business growth through loyalty programs
- ⚡ Support in preparing grant applications

Suppliers:

auratsu • **HITACHI** **STIEBEL ELTRON**



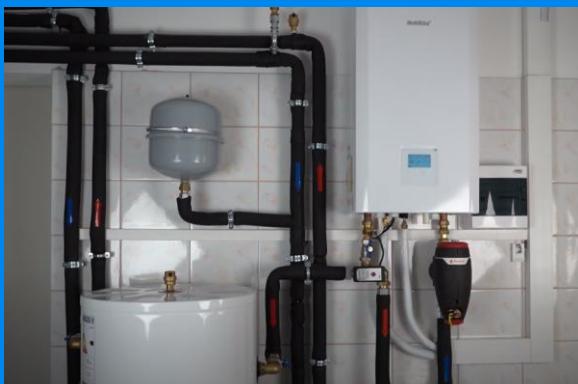
Heat Pumps – our Projects



Hitachi Yutaki SCombi
Home installation



Auratsu Split
Home installation



Auratsu Split
Home installation



Hitachi Yutaki S – cascade
Home installation



Auratsu Split
Home installation

HVAC

Air conditioning, heating, ventilation

- ⚡ Air and ground source heat pumps
- ⚡ Electric heating: underfloor, driveway, pipeline heating, roof and gutter frost protection systems, electric radiators
- ⚡ Control systems: devices enabling data reading and integrated control of cooling, heating, and ventilation systems (HEMS – Home Energy Management Systems)

Suppliers:



- Cooperation with design offices
- Support in applying for subsidies

HEPAC

Heating and plumbing installations

- ⚡ Heating technology products
- ⚡ Installation technology products
- ⚡ Hydraulic products for bathroom and kitchen
- ⚡ Boiler room equipment

Suppliers:



Cables

- ⚡ Electric cables
- ⚡ Installation and electrical wires
- ⚡ Telecom and mining cables
- ⚡ Cables for moving equipment
- ⚡ MV and HV cables for industry
- ⚡ Cables and wires for PV installations

- Cutting to length on request
- Delivery of available cables and wires within 24 hours

Dostawcy:



Industrial automation

- Facility protection: fire systems and building automation
- Energy cost optimisation: power compensation, stabilisation, harmonic filtration
- Energy quality measurement and diagnostics
- Selection, programming and commissioning of inverters and frequency converters
- Automation component repairs
- Periodic testing of electrical installation equipment
- Switchgear prefabrication up to 5000 A
- Power supply projects
- Installation cleaning: dry, wet (up to 1 kV), damp (up to 36 kV)



Industrial automation

- ⚡ Power distribution
- ⚡ Power circuit breakers and disconnectors
- ⚡ Meters, ammeters, voltmeters, transformers
- ⚡ Cam switches, power switches
- ⚡ Industrial, modular, and control equipment
- ⚡ Electricity meters
- ⚡ Fuse disconnectors, cartridge and knife fuses
- ⚡ Switchboards, enclosures, control and meter cabinets

Suppliers:



Professional lighting

⚡ Lighting fixtures

⚡ Light sources

⚡ Lighting poles and masts

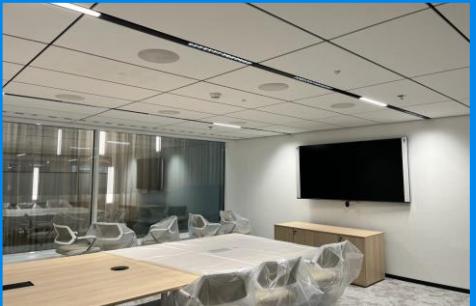
⚡ Control systems

Suppliers:



- Free engineering and design support, compliant with standards
- Full service: audit, design, delivery, financing, installation, service
- Up to 90% energy savings, confirmed by ROI analysis
- One partner throughout the investment – GRODNO as a market leader in Poland
- Access to a wide range of top-quality, energy-efficient, eco-friendly solutions
- Programming and commissioning of control systems for energy optimisation and system integration

Professional lighting – our projects



City Bank Handlowy, Warsaw



ZUSOK Waste Incineration Plant,
Warsaw



PEPCO stores across Europe



EMPIK store network



KGHM BC Sports Hall,
Polkowice



Museum of Remembrance
and Identity, Toruń



Basilica in Kalwaria Pacławska



Zakrzew Municipality

Decorative lighting and equipment

- ⚡ Decorative fixtures
- ⚡ System/track fixtures
- ⚡ Outdoor fixtures
- ⚡ Electrical installation accessories

Suppliers:



- Design and selection of decorative lighting for home, hotel, and garden



Technical security systems

- ⚡ Industrial television systems
- ⚡ Intrusion and hold-up alarm systems
- ⚡ Fire alarm and smoke extraction systems
- ⚡ Public address and voice alarm (VA/PA) systems
- ⚡ Access control systems
- ⚡ Building Management Systems (BMS)
- ⚡ Structured cabling
- ⚡ Intercoms, barriers, gate drives, batteries
- ⚡ Conference systems

Suppliers:



Tools

- ⚡ Power tools and hand tools
- ⚡ Generators
- ⚡ Health & safety products
- ⚡ Measuring tools

- Milwaukee Platinum Program – extended warranty
24/36/48 months, calibration and maintenance, 1-day service repairs

Suppliers:



Lumiart

LUMIART is a place that inspires architects and private customers to see and manage light in a multifunctional way. It's a showroom where we talk light, surrounded by light.

Here we offer premium lamps and accessories, so that when decorating an interior, you keep the space functional and ergonomic.

The showroom is at Dobra 26, in the heart of Warsaw's Powiśle.



E-commerce platform for B2B

- ⚡ Fast access to a wide offer
- ⚡ Express deliveries
- ⚡ Promotions and discounts
- ⚡ Dedicated account manager
- ⚡ Simple operation
- ⚡ Option to set credit limits
- ⚡ Personalised commercial terms
- ⚡ Database of product sheets and certificates

1 **Registration**

2 **Assignment of an account manager**

3 **Setting commercial terms**

4 **Start shopping**

Trainings for installers

We offer our clients free, professional, certified training – installers gain technical knowledge, upskill, and practice new skills live on top equipment.

Our clients receive certificates authorising them to carry out installations.

⚡ Photovoltaics

⚡ Heat recovery

⚡ Air conditioning

⚡ Hydraulics

⚡ Heat pumps

⚡ Ventilation

Training centre: Domek OZE, Modlińska 103, Warsaw

Current trainings: grodno.pl/aktualne-szkolenia



EcoVadis badge

GRODNO has been honoured for ESG/SUSTAINABLE DEVELOPMENT compliance with the ECOVADIS certificate.

The “Committed” award confirms how important it is for us to build a socially responsible business with respect for environmental issues. We manage our company transparently and ecologically.

Our facilities are equipped with PV installations, energy-saving lighting and EV charging stations. We care for the planet by providing RES solutions.

We support local community initiatives.





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