

## World News

### Integrator Lorien looks east with Polish office

Josh Brooks, [packagingnews.co.uk](http://packagingnews.co.uk), 21 July 2009

Food and beverage systems integrator Lorien Engineering is planning growth in central and eastern Europe after setting up its first overseas office in Poland.

The launch of the office, in Wroclaw, comes after the company's international operations grew to account for 40% of its total current order book, compared to less than 5% in 2006-7.

FMCG companies including food, drinks, brewing and healthcare product manufacturers will be targeted customers for the new office.

In particular, the company hopes that many of its existing UK customers will continue to work with it as they set up new plants in the growing central and eastern European market.

Managing director Steve Slater said that international sales would play an increasingly important role in the group's business. "We fully expect this trend to continue with demand for our services growing from our established customer base where we enjoy an 85% repeat business rate."

Lorien Engineering Polska will be led by Andrew Mieleniewski. He said: "We have established a wealth of experience working on projects in Poland and many central and east European countries, so we already have a very strong foundation to build on."

Lorien has UK offices in London, Edinburgh, Leeds, Manchester, Lichfield, and Lincoln, and employs more than 200 staff. Since it was founded in 1985, it has completed projects worth more than EUR 2bn.

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