



“Book of Business”



MINDS into MATTERS - the "Book of Business" sustainable training tool in the tourist industry

Project nr: 2016-1-IS01-KA202-017090



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I. Book of Business – how we work on the family farm.

This publication is what we called "The book of our business". You will find here a bit of history, description of daily activities, you will understand what distinguishes the family farm from other workplaces. You will find important tips useful in performing activities and everything that make you will feel part of our family business "Gospodarstwo Produkcyjno-Handlowo-Ustugowe" Kowalski. On the following pages we have included most things for you that you should know – to take our Guests on an unforgettable journey and so that they can leave here with the most beautiful memories and always come back to us.

You will also learn the interesting history of our farm, how we live and work here. We want you to get to know the guide to the farm, and also to make it your friend at work.

For more information, please visit:

www.olejekowalski.pl

facebook.com/Olej-lniany-Kowalski



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II. Gospodarstwo Produkcyjno-Handlowo-Ustugowe "Kowalski" – past and development strategy.

The extraordinary farm of Hanna and Krzysztof Kowalski in Winniki has begun its history since 1932. It is a family farm; the third generation of Kowalski family is already cultivating the land. The Kowalscy family specialize in plant and animal production, run an educational farm, and cooperate with many institutions.

The biggest attraction was the launch of a traditional oil mill and, of course, the activity that not only diversifies income but it is an example of entrepreneurship, innovation and creativity in activities in rural areas. Our farm is environmentally friendly, carried out with respect for the natural environment.

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The flax, rapeseed, triticale and wheat grow on 130 hectares. In plant production, we plan to introduce further oilseed species such as golden flax, spring rape, camelina and milk thistle, from which we will produce cold-pressed oils. At present, only flax and rapeseed is used for pressing traditional oils, linseed and rapeseed, and the remaining grain is used for pig feed. In cooperation with the University of Life Sciences in Poznan, the Kowalscy family is breeding pigs of the traditional breed Złotnicka Biała.

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Products manufactured in Winniki are included in the list of Traditional Products, kept by the Ministry of Agriculture and Rural Development.

The farm is environmentally friendly.

My sustainable way of farming is the aftermath of managing my grandfather and father, which I will want to convey to my successors. My fields are located in the basin of the Turka River, and the truth of my words is evidenced by the number of 11 ponds, where the water is very clean, free of eutrophication. In addition, all plots are covered with shelter, this year I planted 1300 beeches and elms.





In the area of my farm there are numerous afforestations, riverside meadows, alder forests, roadside plantings, fire stations, bales, stoneware, wetlands and swamps.

Video

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Is it worth working differently than everyone?

Hanna and Krzysztof Kowalscy have been living and working in Winniki for 27 years. They are enthusiastic, open to sharing their achievements, experience, and for their innovation in running the farm they have received numerous awards:

- ❖ "Agroliga" – distinction in 2013.
- ❖ A way to Succeed 2014.
- ❖ Gold medal "Treasures of Nature" linseed oil with herbs 2014.
- ❖ aurels of the Marshal of the Mazowieckie Voivodship for linseed oil and rapeseed oil from 2011, 2015.
- ❖ Polish Food Producer 2015.
- ❖ Gold medal at Międzynarodowe Targi Poznańskie for linseed oil 2015.



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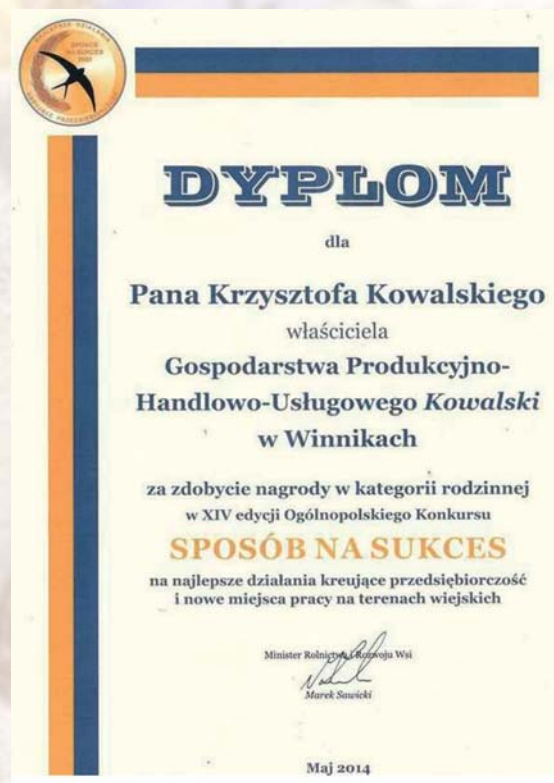
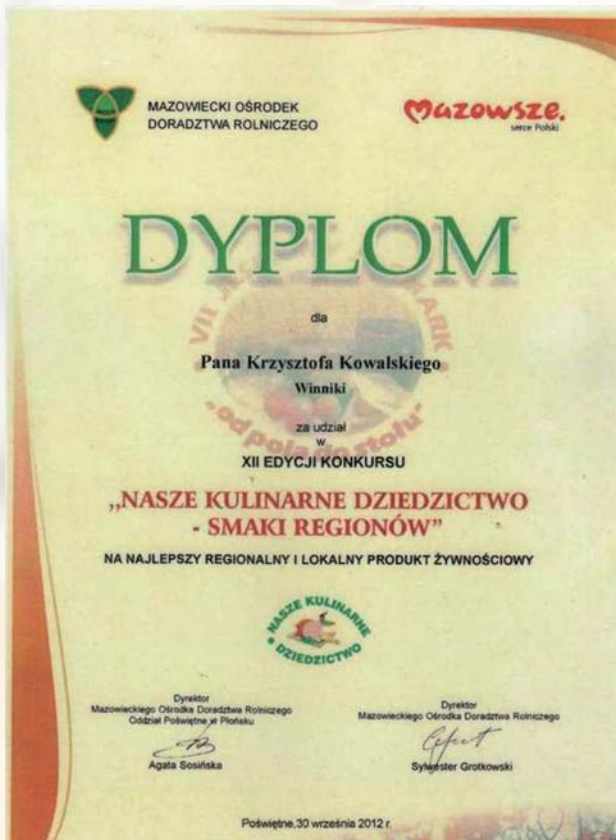
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Erasmus+ 2016-2016

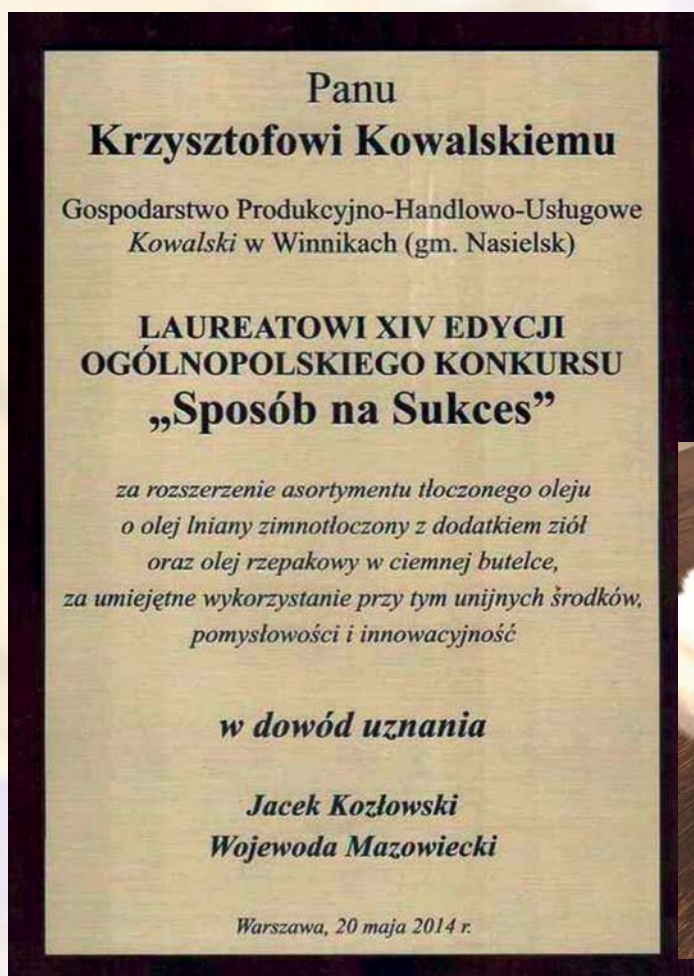


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- ❖ Gold medal for pork loin ripening from Złotnicka Pig 2015.
- ❖ Certificate of "Quality tradition" 2015.
- ❖ "Agroliga" in the 2017 household category.
- ❖ National runner-up of "Agroliga" – 2018.
- ❖ Farmer – Farmer of the Year for 2017.
- ❖ "Eagle of Polish Agriculture" Tygodnik Wprost 2018.
- ❖ First place in Poland in the Farmer of the Year competition of the Baltic Sea Region 2018.
- ❖ The farm is part of the Mazovia Culinary Heritage network – it is an international mark.

Honoring the work are numerous prizes in the province as well as at the national level, and the products are conquering the taste and are appreciated by the clients.

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III. "Educational homestead" - training and fun.

The farm belongs to the Nationwide Educational Gaming Network, hence there is often laughter and hubbub in various languages. All age groups, pre-schoolers and seniors, students of agricultural schools from Poland, Europe and other countries of the world feel good here.



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The farm welcomes numerous groups of tourists from Poland and abroad, for whom we organize training, demonstrations and practices with great commitment. We are a demonstrative economy and we know how knowledge base for advisors of the Mazowiei Agricultural Advisory Center, agricultural school students and numerous ecological associations.



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The Kowalsky family conduct activities for children, youth and adults in the Education Club. We are happy to visit Winniki, foreign groups from all over the world often visit this place .
The farm is developing all the time and is open to new experiences.



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IV. Mission – how we work – what is the most important?

1. Welcome – make our guests happy and wonderful.

Remember:



- ❖ Each guest is unique - a smile is the best welcome.
- ❖ The host, if you need to greet your wedding guests in a manner consistent with tradition: bread and salt - an old Polish welcome to honorable guests.

2. Grill - preparation and cleaning.

Remember:



- ❖ Work with the protective gloves.
- ❖ Remove the grate and place it on a stone ground.
- ❖ Clean the grate before using it from dust, sand, rinse with water.
- ❖ Prepare the wood, check if it is the right pieces and whether you will have enough time for the planned grilling time.
- ❖ Prepare tools, clean and place near the grill.
- ❖ Check if there is a tableware compatible with the order.

After the party:

- ❖ Make sure the grill has cooled down.
- ❖ Clean the hearth and grate from wood, ash and other residues.
- ❖ Clean the grilling tools.
- ❖ Close the gazebo.



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3. Educational visit – “Oli coldpressing” – service and running.



- ❖ The tradition of oil pressing is cultivated at the Kowalski farm. Linseed or canola oil is sometimes is enriched with herbs: black cumin, milk thistle,
- ❖ "We press linseed oil and rapeseed oil. We also prepare flavored linseed oil with herbs.
- ❖ In 1840 – great grandfather's machines were transferred to the Skansen of the Mazovian Countryside, where currently there are demonstration oil stampings.



Remember:



- ❖ The oil obtained from flaxseed has extraordinary properties and is being extruded for 15 hours using oil from 15 to 25 l of oil from 100 kg of seeds, containing 35-40 percent fat, 23 percent total protein, 22 percent carbohydrates, 9 percent fiber, 3 percent Ash and 8 percent of water. It is a source of essential fatty acids (EFA), essential amino acids, dietary fiber, mucus, lignans, cycloinopeptides, vitamins E and B, minerals and other bioactive substances. Linseed oil belongs to the group of oily dry oils. Used for pharmaceutical purposes must meet strict requirements. As a partially processed product, it is used in painting - to protect paintings and polychrome sculptures, to produce natural varnish, in carpentry and boatbuilding, and as a foodstuff. However, it is valued above all because of its health-promoting properties..



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Video – oil pressing in Sierpc.

<https://www.youtube.com/watch?v=kMu7ItDUNuo>

- ❖ Linseed and rapeseed oils are produced from own crops and pressed according to old recipes in a home oil mill.
- ❖ Nowadays, screw or screw presses are used to pump oil.

Remember:



- ❖ Linseed oil is dense, has a dark yellow, amber color. Immediately after production, cloudy, after some time clarified, and a dark precipitate is collected at the bottom of the vessel. This sludge is a natural phenomenon – it forms microscopic particles of ino grains that have penetrated through the sieve presses. The unique technology of cold pressing up to 40° C and storage and distribution up to 10° C prevents the oxidation of OMEGA-3 acids and guarantees their highest quality.
- ❖ It is also called Christmas Eve oil, because it is primarily added to fast-food, Christmas dishes like cabbage, herring, fish. It also tastes great with salads, pancakes and various baked goods.



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4. Work in the garden.

In the garden, *remember:*



- ❖ we use tools to remove weeds,
- ❖ we do not use chemicals in the care of plants, we do not use chemicals in the care of plants,
- ❖ use water from the rainwater tank for watering.



5. When you plan an educational game or training,



remember that the flowers make the garden colorful and happy.

- ❖ Take advantage of the fact that deciduous trees and shrubs give shade and create great conditions for children's play.
- ❖ The place of play should foster childlike imagination and creativity, while at the same time ensuring safety.
- ❖ Plan your games taking into account: surface with a paved ground for playful activities, places for quiet classes, sheltered from the wind, and in the case of strong insolation, a bit of shady, climbing objects.
- ❖ Everyone likes to eat fruit straight from the bush - there are no poisonous plants in our garden.



6. Security issues and basic principles for everyone.

The safety of guests

is the most important for us.



- ❖ All economic devices, machines and tools must be properly secured and their availability to guests may be carried out under strictly defined conditions.
- ❖ Contact with animals should be supervised.



Remember that:



- ❖ everything that may pose a threat should be cleaned up or secured,
- ❖ floors and other surfaces cannot be slippery – after cleaning always leave a warning sign until the surface is dry,
- ❖ mechanical equipment should be connected carefully, observing safety rules,
- ❖ when cleaning, all chemicals must be out of the reach of children,
- ❖ similar tools and equipment cannot be freely accessible to children,
- ❖ remember where they are available in first aid kit facilities.

Video



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*We wish all our
guests satisfaction and great experience!*

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