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„Polmo” Łódź S.A. INTERVIEW



(http://www.european-business-journal.com/media/inhalt/business_profiles/879704_polmo_lodz/commercial_director_andrzej_janiszewski.jpg)

Interview with Andrzej Janiszewski, commercial director

„POLMO” ŁÓDŹ S.A.

When and by whom was the company founded?

The company was founded at the beginning of the 20th century. The history dates back to the company FERRUM, established in 1908. In 1929 it started to produce car accessories, motorcycles and plane engines. In 1945 a state-owned company was formed, which was the precursor of the present, private company FOS Polmo.


How did the establishment of the company come about? What gap in the market did the company want to fill at that time? Was there a personal reason for the founding of the company?

After the Second World War, the state-owned company started to produce for the economy, which was ruined by the war but at the same time started to develop rapidly. Our company, at the time called Wytwórnia Sprzętu Mechanicznego (Mechanical Equipment Manufactory), produced stationary engines. As the country was developing, we expanded our product range for the goods that were needed on the market, such as different parts for passenger cars, trucks, buses and tractors.

What have been the greatest milestones until today?

- 1908 Company establishment
- 1929 The start of production of the car equipment
- 1945 POLMO became a state company
- 1952 Start of car and motorcycle parts (carburetors, motorcycle engines for JUNAK)
- 1956 Start of the production of carburetors, fuel pumps and stationary engines of the company's own design
- 1964 Start of the production of compressors and brake system components
- 1967 WEBER license for carburetors and CORONA fuel pumps
- 1968 WESTINGHOUSE (now WABCO) license for compressors
- 1974- 1990 Development of our own designs of compressors for the biggest Polish automotive companies such as STAR, JELCZ, AUTOSAN and URSUS, and carburetors and fuel pumps for FIAT
- 1995 State-owned company transformed into joint-stock company
- 1997 Introduction of ISO 9001
- 2001 Organizational changes consisting of the separation of companies producing minor assortment
- 2002 Private company
- 2004 The launch of a new product, namely the housings for turbochargers
- 2007-2014 The period of extensive investment in machine park, training, acquisition of new customers and continuous development

What products make up your core business?

 BUSINESS PROFILE ([HTTP://WWW.EUROPEAN-BUSINESS-JOURNAL.COM/POLMO_ODZ_SA/PORTRAIT/](http://www.european-business-journal.com/polmo_odz_sa/portrait/))

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Our core business is connected with compressors and housings for turbochargers, namely piston air compressors for air brake systems fixed on trucks, tractors and buses, and housings for turbochargers. Also, we manufacture parts for air brake compressors such as monoblocks for single and twin cylinder compressors; crankshafts made from forgings and castings for single and twin cylinder compressors; other compressor parts, such as flanges, heads, cylinders, valve plates, conrods and repair kits; and air brake systems for tractors, which includes our compressors.

What trade or distribution channels do you use? Who sells your products: dealers, representatives, agents, distributors?

Our production is divided into two groups. We have big lot production of the main components for compressors and turbochargers for such companies as WABCO, KNORR, and BORG WARNER – the OEMs – and production of compressors and compressor parts for many other smaller customers. Hence the distribution channels must be adjusted to the particular group. OEMs are supplied directly on the basis of the just-in-time formula. Aftermarket customers are supplied through various distributors.

What problems do you solve for your customers?

They receive the good quality products they require.

What target groups (e.g. industries) do you address with your products, and what is your core target group? What percentage of the company's turnover does it account for?

Our production is 100% dedicated to the automotive industry. 80% of the production is connected with the OEM market, with such companies as WABCO, Borg Warner Turbo Systems and KNORR Bremse. The rest goes to the after-market.

What makes your company a success (recipe for success)? What are your strengths?

In short, our success is based on the rich experience, know-how and high competence of the technical and production staff. We have managed to work out the competence in a production of such a core compressor part as the crankshaft. The proof for it is the presence of the biggest, most competitive companies in the world on the list of our customers.

Where do you see your company in the next three years?

As you can see from our history, we have always been connected to the automotive sector. We would like to be still present there and produce the goods for the automotive and tractor industry by consolidating cooperation with our biggest customers and being open to new challenges and new business partners.

In your opinion, what was the biggest change in your industry in the last ten years? How did you react to it? How did you take advantage of it? How did it affect your company?

The deep changes on the Polish automotive market, for which we were the long-term and sometimes the only supplier, resulted in the loss of our existing customers. However, we were also developing our cooperation with foreign companies - firstly by purchasing licenses and then by exporting our products. Therefore, after the loss of our Polish customers, the company reoriented its cooperation and production to big foreign companies, which were and still are the world's leading air brake systems producers, namely WABCO and KNORR Bremse. We were forced to adjust to their procedures and requirements, which helped us on the one hand to join the international automotive market and on the other hand to gain experience in how to cooperate with global companies, and this is priceless knowledge. Simultaneously, in order to meet requirements, we have invested in our machine park, which has helped us to produce products of top quality.

Does your company have a mission statement or guiding principles? Can you tell us the most important one(s)?

Of course we have a mission, which is "Developing technical thought, we produce and offer the highest quality products, bringing satisfaction to customers, employees and company owners." However, it is worth mentioning that our experience has taught us another principle which we think is of the same importance as know-how, quality and production. And that is the human factor, namely good communication with our customers and our employees. It lets us overcome all difficulties and solve almost every problem. So let us communicate because the living word is more precious than the best schemes and procedures!

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