

The 5th anniversary in TEMOT International

Interview with Grzegorz Nosiadek – Chairman of the Board.

MARTEX one of the three biggest polish truck spare parts distributor celebrates its 5th anniversary in TEMOT International. Partnering with the TEMOT International organisation is essential in the way for ensuring ambitious goals.



Grzegorz Nosiadek – Chairman of the Board

How would you rate 5 years of MARTEX's membership in TEMOT ?

I must admit that the decision to join TEMOT 5 years ago was extremely important for the development of our company. The fact that we were the only company from Poland in the segment of truck parts distribution was an ennoblement but also a challenge for us. Today I can say with full conviction that this was a very good decision. Already in the first years of our membership, we have managed to acquire premium suppliers who

have not allowed us into the direct sales channel. Thanks to this, all the most important manufacturers and suppliers for the aftermarket are in our portolfio.

Is there anything else besides expanding the range of suppliers that TEMOT gives ?

TEMOT is also a platform, a forum for the exchange of experience, a kind of benchmarking. Thanks to the shareholders' meeting held twice a year, we are up to date with information from the European

and global market. We're holding our hand on the pulse. Meetings in B2B convention with the high management of our suppliers are extremely important and inspiring for both parties. They also enable us to contact new suppliers from around the world. Undoubtedly, the relationship with TEMOT has strengthened our negotiating position both towards suppliers and our current and potential customers. We have also gained new business partners among TEMOT shareholders.



The Best Shareholder Commercial Vehicles for MARTEX

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with our closest associates, we have determined the direction of development for the coming years, which we consistently implement. Where are we today ? At the beginning of 2015 we had 14 branches in the sales network, turnover of EUR 43 million, and by 2019 we ended with almost EUR 114 million and 28 branches in the sales network. In 2018 we received the TEMOT award for the best shareholder of a distributor of truck parts. Appreciation from TEMOT as well as our cooperation was extremely important to us. 2018 was also a year of important

investments such as the purchase of a warehouse for our own ownership, which houses our Central Warehouse and the expansion of the conveyor line. We are also pleased with the recognition of independent business organizations. In recent years, we have been repeatedly awarded by Forbes Magazine for dynamically developing companies.

Impressive result. Is it because of the TEMOT ?

Of course not. This is mainly due to the hard work of every employee in our sales network. The result of

Where was MARTEX 5 years ago before joining TEMOT ? What has changed since then ?

We entered in 2015 with very ambitious development plans. I must admit that the proposal to join TEMOT and our decision to become a member has given us an impulse to plan our future more courageously. With full determination, together



The Forbes prize 2019 for MARTEX

well thought-out and responsible decisions. Investing in new products, modern logistics solutions, software supporting sales and company management. We are also constantly investing in people, enabling them to develop themselves in a conscious way, counting on this to support us in the continuous development of the organization. We are fortunate that we employ people who, of course, implement our development strategy but also, through their ideas, initiatives and experience contribute a lot of further dynamic development. We share Steve Jobs' view that „It doesn't make sense to hire smart people and tell them what to do; we hire smart people so they can tell us what to do” – and it works.

I can not believe it's been so many years. I have to admit, it was years of hard work and dedication. But I look at our company today with a great satisfaction. We are among the three largest distributors of spare parts for trucks in Poland. This is a great achievement for the entire organisation and the commitment of the employees with whom we build our common future every day. Well, in 2 years' time, we will be celebrating our 30th anniversary. But today we have to think about the future where we will be in 5,10, 20 years. We face great challenges in electromobility, telematics, autonomous cars. These trends may in the near future completely rebuild the spare parts market. We observe the situation and try to react to changes in the market. Today, we are strongly developing the e-commerce platform, provide our customers with access to catalogues of parts selection, create applications that allow the use of modern forms of communication with the use of smartphones. But of course it is just a sales support issue. We try to provide access to spare parts by adapting our offer to the car park. Despite the undoubted changes in the market, I look to the future with optimism.



The Headquarter, Rybnik



Central Warehouse, Dąbrowa Górnicza - a bird's-eye view



Automatic sorting and packaging lines

