

Supplying the right part on time

Always with engagement & passion

MARTEX is a company with a stable and well-founded position on Polish market. Founded in 1992 in Rybnik in the South of Poland.



Grzegorz Nosiadek, Chairman of the Board

Twenty-five years of efficient management translate to vigorous development and the company's current high market standing. Consistent implementation of the strategy of long-term and sustainable development adopted by the Management Board assumes gaining the position in the top three leaders of truck parts distribution on the Polish market. We are building a long-term perspective of development based on an ambitious strategy and wisely taken risk.

Our mission is to ensure growth of the company's value thanks to the implementation of the designed

development strategy. The aim is to fulfil the customer's expectations by constructing a comprehensive product offer and professional servicing.

Implementation of these objectives is accompanied by building a modern, conscious work environment based on the principles of understanding and partnership. Dynamic development goes hand in hand with simultaneous increase in efficiency. Implementation of the stipulated business objectives is only possible thanks to full involvement of our employees and business partners.



The Headquarter

High work standards and clear principles of operation make up the foundation for implementation of the company's ambitious business goals

The company success is owed to high quality of service, availability and offer extensiveness, on-time order realisation, great flexibility and social responsibility. *"We also put emphasis on building long-term relations with our business partners, transparent communication and discretion concerning our cooperation. Owing to all that we have gained the trust of even the most demanding customers. To remain on top of branch leaders we are constantly developing, improving and enlarging our offer"* – **Grzegorz Nosiadek MARTEX president** enumerates. It is possible thanks to 400 suppliers from all over the world, a network of 26 branches located all over Poland, as well as remarkably engaged and ambitious employees of the company.

Transport is a responsible and demanding business, which produce a return on investment for owners of companies when trucks and trailers are on the road. We know it. Therefore stability flowing from our co-operation model ensures calm and safety. We help keep its customers fleets always on the road by supplying high-quality spare truck parts. We have worked out an innovative system dedicated to TRUCK market. What it means in practice is an individual approach to each customer, and providing them a dedicated and experienced counsellor and professional support and technical consulting. Our attitude towards customer and actions taken before, during and after an order are always identical and predictable, also in case of sudden and urgent orders. It allows transport companies owners to plan their stabile business development. What distinguishes us from our competitors is availability

Support

Distribution partners of MARTEX benefit from the comprehensive support. Promotional marketing tools support the active sales and distribution:

>> MARTEX has implemented an online ordering system that allows registreted customers to search for parts using the Vehicle Identification Number (VIN). This is particulary useful because two identical truck may nevertheless require different parts

>> The B2B MARTEX Platform is an efficient online information and purchasing platform, which is available around the clock. Speedy access to all products makes it a powerful complete solution

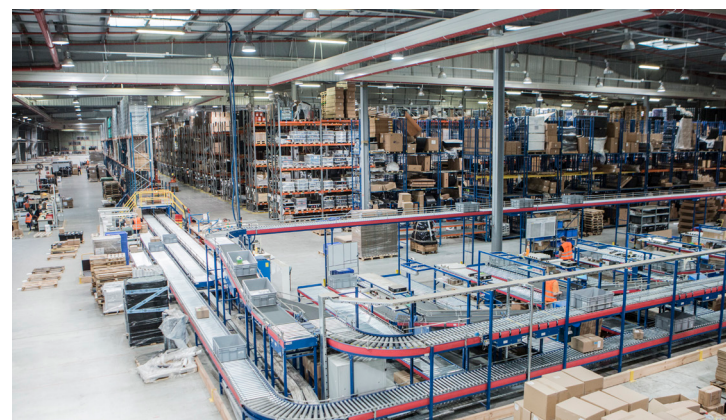
>> Company has launched an automatic sorting conveyor in the central warehouse and implemented warehouse optimization software

and offer extensiveness, invariable realisation speed, high quality, flexibility, individual approach, as well as transport and supply in the "just in time" procedure. Owing to the above factors we are able secure the needs of each customer.

The professional support of branches and customs procedures ensures a fast and reliable supply chain through to the customer. Thanks to the most advanced warehouse management systems, customized logistics solutions, our distribution partners can offer their customers flexible and time-optimized delivery of products from MARTEX. The company's dynamic development and sales growth is a great challenge for logistics. Central warehouse send more than 165 thousand product lines monthly. The annual scale is about 2 million product lines and more than 10 million parts. The central warehouse covers an area of 18 000 sq m and accomodates 20 000 pallet spaces.

While MARTEX has achieved most of its growth under its own steam, it received a significant boost when it joined the TEMOT Group in 2015. TEMOT International is a leading strategic organization and futureoriented partner of the automotive aftermarket industry. „When we joined, it was like a floodgate opening and many more suppliers wanted to cooperate with us. That allowed us to increase massively the number of products we could offer and consequently the number of customer we could satisfy. Another boost in the direction came courtesy of EU funding that allowed MARTEX to invest. The dynamic development in the last decade was made possible by a grants from the European Regional Development Fund. Thanks to the support from EU Grants programme we built a modern conveyor line in the Central Warehouse and modernized logistic center at the company's headquarter in Rybnik - says Mr. Nosiadek.

The company invests in modern logistic solutions, IT, broades offer with new brands and products. It would not be possible without commitment of employees who, through their knowledge, professionalism and experience guarantee the dynamic development



Central Warehouse in Dąbrowa Górnicza

of the company. "People are the most valuable resources. Thanks to a personnel policy, the employment in the company is stable and does not fluctuate. Our team is built of experienced workers. We work with passion and commitment. We are constantly trying to improve our qualifications, what is reflected into the quality of our service. Our customers can count on efficient and professional service ensured by adequately prepared staff and supply base. To guarantee speed and high quality of service we adjust to our customers' requirements. Our flexible actions lead to our offer attractiveness increase" – Mr. Nosiadek enumerates.



The staff



Poznań branch



The new branding. Since 2018.

Martex' Values

- >> Constant growth – we develop, offer higher and higher customer service standard, have broad assortment of products, lead to be an expert
- >> High quality service – we work under ISO 9001 standards; in 2018 we have implemented ISO 9001:2015 standard
- >> Wide range of spare parts - we offer the products of the largest suppliers of spare parts for CV
- >> Close cooperation – we give our customer possibilities, adjust them to their needs, we listen and treat them specially
- >> Innovation – we are still improving and implementing new solutions. We have worked out an innovative system dedicated for TRUCK market. In practice it means an individual approach to each customer, a dedicated and experienced counsellor and professional support and technical consulting based on longstanding experience of highly qualified workers
- >> Having positive influence on society through our brands, commercial actions and relations – donations, sponsoring, etc. We are working to realise a long-term goal which is development of a balanced activity
- >> Corporate Social Responsibility – apart from economic goals we also focus on enviromental and social activities. The company supports the sports activities of employees. Among the other things, the football team participating in the amateur league. MARTEX is the main sponsor of the leading table tennis and speedway clubs. Both located in Rybnik
- >> Appreciation of tradition - we look into future remembering the past. We build close relations with our employees to make them treat the company like home