

Supplying spare truck parts in the right place at the right time

MARTEX is a company with a stable and well-founded position on Polish market. Founded in 1992 in Rybnik in the South of Poland with a network of 30 branches located all over the country.

Almost thirty years of efficient management translates 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 in the Polish market. High work standards and clear principles of operation make up the foundation for implementation of the company's ambitious business goals.

One of the top 2019 marketing goals was MARTEX's fair – a truck event, held every two years in the South of Poland, organized in cooperation with the key suppliers of MARTEX. Dozens of people are involved in its organization. The organizers use a professional event management plan, a timeline, a team of people who support technical, logistic and interesting issues.

They create schedules, PR and marketing activities. Although the main goals are meetings with key suppliers and customers it is also accompanied by many additional endeavours.

The event took place in the local airport in Rybnik. The exhibitors were a group of companies from Poland, Italy, Austria, Germany, Turkey and even from China. The fair was visited by over 1000 people.

There is no better opportunity to meet and exchange experiences between our key suppliers and customers. The event is supposed to bring people together and extract the greatest potential from common relations. In recent years it has also become one of the best and biggest truck events in the Polish market - summarizes Grzegorz Nosiadek.



Grzegorz Nosiadek, President of MARTEX and Chairman of the Board

The official part of the event was opened by the Vice President Andrzej Parzoch, who presented successes and actions of two recent years. The extraordinary dynamics of sales growth, the number of opened branches



Andrzej Parzoch, Vice President of the Board



The MARTEX's fair – one of the biggest truck event in Poland

and main investments - mainly in issues concerning logistics - were only some of the key messages presented to all the guests.

■ **The dynamic development of the sales network is a major challenge for MARTEX logistics**

We focus on the development of logistics and its improvement in 2019 through huge investments in the Central Warehouse, located in Dąbrowa Górnicza. These include the construction of a conveyor line, a multi-level mezzanine and the organization of a transshipment warehouse in the northern part of Poland for the transshipment of container ships from China and distant corners of the world – Grzegorz Nosiadek MARTEX president enumerates.

A major challenge for the logistics department is the dynamic development of the sales network and growing sales. Ensuring an efficient supply chain and delivery of goods to branches and customers is a major challenge for logistics. MARTEX invests in logistical solutions. Therefore a new, fully automated, multi-level mezzanine has been completed and operating. An investment of almost 5 mln Euros, which provides MARTEX customers with greater availability and faster delivery. Thanks to this new system, the main warehouse has been enlarged from 20,000 m² to



Central Warehouse, Dąbrowa Górnicza



almost 25,000 m², which will accommodate 21,000 pallet spaces.

The greatest advantage of our distribution is the safety and security of our deliveries, flexibility and constantly increasing our level of customer service, thanks to implemented ISO 9001:2015 certificates.



New automated a multi-level mezzanine is finished and operating



in the northern and central part of Poland.

The transshipment warehouse also gives us the opportunity for quick and effective expansion in the area where MARTEX is planning to locate new branches. Sustainable and stable development for our company is the possibility to ensure a smooth supply of assortment for each region in Poland. The Hub in Łysomice gives us these kind of opportunities – says Mr. Nosiadek.

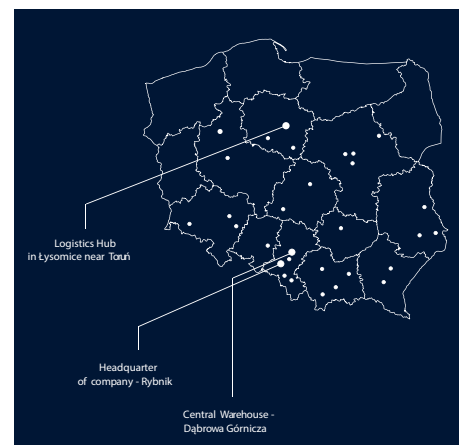
Thanks to its central location, which makes it an important transport hub, and thanks to its advanced logistics infrastructure, Łysomice is a perfect place for the development and supply of assortment to the planned branches of our company in Central and Northern Poland. We assume that within a few years we will fill the area and become a leader in the distribution of parts for commercial vehicles in Poland. The company still invests in modern logistics solutions, actively develops its sales network and expands its offer with new brands and products. It would not be possible without the commitment of employees who, through their knowledge, professionalism and experience guarantee the dynamic development of the company. - summarizes Grzegorz Nosiadek.

Every day nearly 300 employees and 200 vehicles are involved in the distributions of our product range. This gives us the possibility of 2 million issued goods lines and over 10 million parts to be delivered per year.

Thanks to advanced warehouse management systems and customized logistics solutions, we are able to meet the requirements of our customers.

■ A new chapter in the development of MARTEX logistics - the transshipment hub in the north of Poland

The hub, located in Łysomice (North of Poland) provides excellent connections to all cities in Poland and, above all, thanks to the proximity of the A1 motorway leading from the South to the North of Poland, efficient communication with the central warehouse located in the South. The time of container and lorry reception has also been reduced due to close proximity of transshipment ports located in Gdańsk and Gdynia. The hub's priority is also to support the current branches of the company developing its operations



MARTEX network of branches and logistics in Poland