

Polish workshop Report

POLISH NEWSLETTER
OF AUTOMOTIVE INDUSTRY

*If you have any questions
connected with Polish market,
just contact us!*

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Unique and modern autogas system



LPGTECH Sp. z o. o. is one of the most modern autogas systems manufacturer in the world. Its TECH system offers unique technology, more accurate than systems offered by other Polish and Italian producers. Thanks to use up-to-date solutions, LPG is able to automate the entire calibration and

adaptation process for simpler as well as more complicated vehicle designs, which has so far proven very difficult for other manufacturers. Systems quickly gained appreciation from the partners all over the world. Distribution network covers the entire area of Poland and exports department

cooperates with numerous partners on all continents.

Company mostly concentrates to introduce own construction and design of individual components of LPG installations. Ranging from series TECH-100, TECH-200, TECH 320 and TECH 320-OBD controllers-aided software, copyrighted by the patented DRAGON and DRAGON BF injector systems, ending with the innovative Perfect Blue filters, MultiTECH, BlueTECH, OptoTECH interfaces, PTS-01 Map sensors, and Thermoplastic hoses with nozzles.

Alternative power systems for vehicles work well on both LPG and CNG and this is the main reason why the company is becoming increasingly popular worldwide. Thanks to the own construction departments in the field of electronics and mechanics, LPG is able to quickly adapt installations to the latest and most demanding motor vehicles.

More at: www.lpgtech.eu

Green is gaining popularity

Green, saturated colors have an increasing recognition of the automotive industry. This trend was already noticed in the past year by BASF designers. After more than a decade belonging to the low level of color (black, silver, white, and more recently - also brown), car market is becoming more colorful. Thanks to new technologies, new models and new mobile concepts on the horizon we observe the process of reshuffling. In this context, the green color, as the color of growth and new beginnings, plays a significant role - said Mark Gutjahr, Head of Design Europe at BASF.

He added that the new shades of green will break with the image of ecology.

- We do not look for answers to questions about changing social values of an idealized vision of a „return to nature”, but for smart solutions and technologies - says Gutjahr.

In this context, green color means new values, such as straightness, responsibility and individuality. It also means harmony and balance, which are important factors of modern society.

However green motives have prominent position in the world and are diverse in different parts of the world. Design language in Europe is characterized by a tone down and quality, which translates into a range of balanced, detailed, but quite strong shades. Dark green and emerald tones include very

small structures and low-key effects. Greek tones are enriched with golden highlights.

While Europeans are looking for new values, in Asia range of colors is strongly influenced by issues such as the nature, relaxation and harmony. Gentle, but different colors of car bodies are there well received, for example vivid pastels of gray are used to offset the large cities. A wide range of color trends clearly shows the color palette used in North America. The colors used in this region is characterized by clarity and directness. Also an increasingly important role plays green-yellow color scheme and more and more popularized color of lemon.



Mobil 1 with Grand Prix Laur Konsumenta

Mobil 1 is the first oil brand which was awarded the Grand Prix in a nationwide contest of Laur Konsumenta. This special award is granted to products that in the last three editions of the ranking were on the podium, among the most respected brands by consumers.

The prestigious award honors products that are currently the most popular in its category. Mobil 1 motor oils in the last three editions of the contest took respectively III and II place. Importantly, about the success of the brand decided by consumers voting for their favorite products. And it is the positive feedback of hundreds of customers for the company are an excellent indicator of the condition of the brand

Nationwide research and contests including Laur Konsumenta confirm that Mobil 1 has a very strong position on the Polish market of motor oils. Grand Prix title for us is a clear signal that the Poles have confidence in our products. In the case of motor oil is extremely important, because the oil has a decisive influence on the life of the car, and can reduce the cost of vehicle maintenance – says Ville Ylosjoki, CEO of Exxon Mobil Poland.

China Expo Poland 2013 coming soon



Exhibitors III Fair China Expo Poland 2013 - producers from China - will discuss a wide range of automotive components (including OEM) and accessories for cars and motorcycles. China Expo Poland is the largest trade event dedicated entirely to Polish-Chinese economic cooperation. About 200 exhibitors from the Middle Kingdom will take place in the exhibition. The event will be accompanied by conferences, where participants will learn how to successfully do business with the Chinese.



The fair will be attended by automotive manufacturers from China, who will present their offer. Also, representatives of the automotive industry will be able to take part in free conference on the practical aspects of Chinese imports, transport and shipping products between Poland and China, approvals and settlements with Chinese partners. Specifics of the Chinese automotive market and the possibilities offered by Polish importers and exporters will also be discussed.

The organizers have prepared a special program that allows free admission to the fair without having to register on the site, free translator, free parking, café and gifts. The event will be held between 12 and 14 of September at the MT Centre Poland, Mars Street 56c, Warsaw.

More at: www.chinaexpo.pl

Poles import more from China

In the first quarter of 2013 the value of imports from China reached 14.3 billion Polish zloty, which is an increase of more than 360 million Polish zloty to the corresponding period of the previous year – according to data from the Central Statistical Office.

China was the third market after Germany and Russia, from which goods were imported to Poland, and the share of the Middle Kingdom in Polish imports reached 9.4%. Further growth is expected, because the Chinese are still looking for new partners Poland.

- The increase in imports from the Middle Kingdom, particularly in the context administered by the Polish Central Statistical Office decline in imports by 6.5% from January to March compared to the first quarter last year, shows how much potential lies in co-operation with the Chinese. That is why Poland should establish contacts with businessmen from

the Far East. It is also worth mentioning that according to a survey conducted for the MT Poland, bilateral business relations with China is accepted by the large number of Poles – says Bartosz Sosnowski, President of MT Poland, organizing the China Expo Poland in 2013.

The Chinese put on the automotive industry

Among the more than 200 exhibitors, who will come to Warsaw for China Expo Poland in 2013 to present the latest products from different industries and to seek partners in Poland, the largest part will include be the manufacturers of car parts and accessories, and motorcycles. Such an extended automotive sector is new this year. About 100 companies from the Middle Kingdom will present their offer in this area. In addition, the stands will present proposals regarding electronics, lighting and interior design. This is an opportunity for local entrepreneurs who would like to establish

contacts with Far Eastern partners, the opportunity for a direct meeting with the producers, the comparison of different offers, and to see many of their products without traveling to China.

Poles support the cooperation between Poland and China

TNS Polska research which was conducted on behalf of Poland MT Poland showed that more than half of Poles (53%) believe that domestic companies should cooperate with Chinese entrepreneurs. The main strong reasons for keeping Polish-Chinese relations in business are: the ability to attract the Polish major investment and create jobs, the opinion that Polish companies have much to gain, and that the Chinese can bring the products to which many Poles can afford. In addition, almost three quarters of respondents said they had already bought the products that come from the Middle Kingdom.

Janmor with the widest range of ignition coils

From the latest models to an older cars, and even pre-war monuments – Polish manufacturer of ignition coils has in its catalog a record number of more than 550 references. Janmor initially was producing ignition wires, but a significant milestone in the company's development was the introduction of the production of the ignition coil, so customers accustomed to guaranteed quality of Janmor received the complete range of the ignition system.

In September 2012, the company released catalogue with nearly 500

different types of ignition coils. In the last 10 months introduced for sale more than 69 references (numbers JM5458 - JM5622, the full list with illustrations can be found here - www.janmor.pl/katalog/cewki_nowosci_janmor_07_2013.pdf). Janmor now produ-



ces more than 550 different ignition coils in total which means that the workshops in Poland and 30 other countries to which the products are exported will definitely find everything they need in the catalog. Full list of references is also available on the website www.janmor.pl.

- *Constant expansion of our range is the result of a rapid response to market needs, which from the beginning will guarantee us success* - concludes Tomasz Chromiński, commercial director of Janmor.

Restoration with RANAL



The polish company, RANAL Sp. z o.o. is a producer of car painting and protection materials: putties, fillers, anti-corrosion products, hardeners, thinners and varnishes.

RANAL Sp. z o.o. has been present on the market since 1993 and manufactures products mainly for the automotive refinishing. The company has been providing with its products a large group of customers from Eastern and Western Europe and Asia. As a result of numerous tests and improvements the company received products, which are distinguished by their high quality and prices.

More at: www.ranal.pl

The best auto glass installers will compete in Florida

For the eighth time in Florida will be held the Auto Glass Technician Olympics (AGTO). The main sponsor and patron of the event is a Polish company NordGlass.

- *We decided to be the main sponsor of the Auto Glass Technician Olympics, because since last year the Group is actively developing in the U.S., where our products have been very well received* – says Grzegorz Łajca, president of NordGlass. - *Thanks to the development of production, customized products and engaging in such prestigious events as the AGTO, we have a chance strengthen our position in the United States, which continues to remain*

the largest auto market in the world.

Launched in 2005 by the magazine AGR-RE every year gathers the best technicians and installers of car windows around the world. Participants must demonstrate both knowledge and efficiency. Above all will be considered as follows: professionalism and previous experience, technical education, an inspection of vehicle, proper selection and application of the product, the correct use of tools and equipment, the efficiency in removing a windscreen, the technique, the procedure used after installation and attention to cleanliness at work, customer



service and ability to work in difficult conditions.

Registration all willing to participate in AGTO ended July 26. Winner will receive a prize of \$ 10 000, a gold medal, a trophy and the title of „Best installer of car windows.” Second place winner will receive the prize in the amount of \$ 1 000 and \$ 500 will go to the winner of the third position. Competitions will take place during the event Auto Glass Week 2013, which will take place between 18-20 September.

Second edition of MeCaTech coming soon

Preparations are underway for the second edition of the Specialist Trade Show Focusing on Car Maintenance Services and Workshop Equipment MeCaTech. Organized by EasyFairs event will be held between 14 and 15 of September in Wroclaw Hala Orbita. Contests, free workshops, seminars LearnShops, presentations ... – these are just some of the attractions that await visitors. The fair will include a Mechanics II National Championship, and the announcement of the "Młody Mechanik" („Young Mechanic”) title.

Who has not had a chance yet, will be able to sit in a rollover simulator, which is used every day in the „PZU Safe fleet”. The device accurately reflects what happens to a human and a car during a severe accident. Above all, participation in the fair MeCaTech is the opportunity to meet professionals and automotive enthusiasts, familiarize yourself with the latest news and high tech. And all this in a relaxed and friendly atmosphere and guaranteed by the organizer comfort.

More at: www.easyfairs.com



WP – Polish company you can rely on!

Craftmans & Locksmith Workshop Witold Pniewski was founded on the 20th of May 1980. Main activity of the company includes production of small metal and connecting parts like screws, bolts and joints for automotive and agricultural industry. For many years whole production was directed to aftermarket sale and distributed with own means of transport throughout Poland. Since 1986 the company have started sale of brake pipes, quickly becoming very popular among customers. In 1990, after the period

of political transformation in Poland, WP discontinued to manufacture small metal parts, focusing on brake pipe production. In 1992 WP for the first time took part in Automechanika Frankfurt Fair - effecting in first export contracts as well as assortment's enlargement. Since then, WP company has been present at numerous worldwide exhibitions like automotive fairs in Frankfurt, Paris, Moscow, Kiev, Novosibirsk, Tashkent, Belgrad, Dubai, Johannesburg, Istanbul, Baku, Almaty, Madrid as well as national fairs.

Currently their products are present in most of polish wholesalers and over 30 countries worldwide. Manufacture includes brake pipes for almost every car brands, using copper, copper-nickel pipes and steel pipe in PVF coatings. Besides they produce pipes in coils, various pipe and pieces, tools for brake pipes flaring, which became very useful among car workshops.

Among all, we can also find components for braking systems: nipples, connectors, T-connectors, bleeder screws, repair sets for brake shoes and blocks, brake adjusters, self-regulators and brake adjuster levers for brake shoes.

During 33 years of WP activity, the company became the respectable trading partner to many automotive companies and is well-known brand worldwide. To maintain this position the production is continually developed and updated. That is why the customer has guarantee of the good quality products as well as safety.



Please visit WP representatives:
EQUIP AUTO Paris – 16-20.10.2013
AUTOMECHANIKA Shanghai – 10-13.12.2013
More at: www.pwpnet.pl