

Polish workshop Report

POLISH NEWSLETTER
OF AUTOMOTIVE INDUSTRY

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

mg@warsztat.pl

The first roller dynamometer for commercial vehicles in Strykowo (Poland)

Although the official opening is planned for mid-May, from mid-February, Mercedes-Benz customers will be serviced in the new showroom and service in Strykowo near Lodz (at the junction of A1 and A2).

The new station has more than 8,500 square meters of built-up area and will offer all services for commercial vehicles, including the first network in the Polish Mercedes roller dynamometer for cars and trucks with GVW over 3.5 tonnes. So far, the closest points were in Chemnitz and Dresden, Germany. Motor dynamometer with an area of 192 square meters will also be open to customers from the East.

In addition to the roller dynamometer, the point will have in stock replacement parts, bodyshop, paint, tire service, car wash and service station which is a District Vehicle Inspection Station. The service will also include our workshops and warehouses, such as storage of oils, repair of tachographs, welding shop, repair workshop, electrical and plumbing and service trailers. The service is to be employed 29 people from a total of 70 employees.

TTM - Automotive from A to Z

Only months separate us from the big event created for professionals in the automotive industry. Automotive Technology fair dedicated to experts will attract many people from Poland and abroad to Poznan (Poland) between 12 - May 15 Polish. Program will be very interesting for professionals. You will find there market novelties as well as the opportunity to exchange experiences on latest technology used in automotive engineering.



T - as the technological innovations

TTM topics include wide-range vehicle diagnostics, shop car wash and vulcanization. Event will attend the leaders of automotive sector, leading manufacturers, distributors and service providers associated with the automotive industry.

T - as the exhibition of young engineers

Show is an ideal opportunity for profes-

sionals to work more closely with existing partners and attracting new customers. Besides, this is a place to promote the profession of engineer, and painter among young people.

Friday, May 13, will be the day on which students and teachers of schools educating future professionals will be especially welcomed.

M - as automotive know-how

Knowing the importance of practical knowledge relating to the modern workshop, organizers want to bring the latest technical solutions used in the repairs by mechanics and painters. For this purpose, together with partners, are organized special demonstration space where everyone can see how the repair process.

TTM Fair - in a nutshell

- Exhibition period: 12 - 15 05. 2011
- Exhibition opening hours: 9.00 - 17.00
- more information :www.ttm.mtp.pl
- Register on-line: www.mtp24.pl

PLEASE VISIT
www.warsztat.pl

Do you want to sell your products in Poland? Do you search for buyers?

Advertise in „Modern Workshop” - the best Polish workshop magazine!

- ▶ "Nowoczesny Warsztat (eng. "Modern Workshop") nation-wide monthly for automotive branch experts is a branch magazine addressed to owners of large and small workshops, mechanics, distributors and experts in motorization branch.
- ▶ Our main aim is to present devices, technologies and products available on the market and necessary for appropriate operating of a modern and ecological car workshop.
- ▶ "Nowoczesny Warsztat" monthly thanks to a close co-operation with specialist in different fields of workshop activity is as well a sort of manual for diagnosticians, mechanics, workers of vulcanization points and car body shops. The magazine is also addressed to a large group of drivers who are interested in automotive matters.
- ▶ Circulation: 15-20 thousand copies
- ▶ Distribution system: direct mailing
- ▶ Format: A3



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New car registration in February 2011

In Poland, in February 2011 were registered 24.7 thousand of new cars and vans up to 3.5 tones, about 800 more than in February 2010.

Despite this growth, the market in late February is still lower by 1.1 thousand. compared to last year.

Individuals registered 13.9 thousand vehicles in February, about 900 units more than last year. As a result, in January-February there was a slight, but still increase in this segment of the market of almost 300 pieces. The leader is definitely Fiat, but his advantage over the Skoda is melting. Third place, same as last year, has Opel, while the fourth –

Hyundai. In addition to already mentioned Skoda and Hyundai, needs to be highlighted appearance in the TOP 10 two brands: Chevrolet (up 57% and 7th position) and Nissan (up 42% and 10th position).

In January-February 2011 the most popular among individuals are Octavia and Fabia and the Fiat Punto, all three models boast an almost identical number of registrations. It is worth to emphasize the appearance of the Kia C'eed and Hyundai

i30 models, in the place of two other Korean brand Kia Venga (9th position) and the Hyundai i20 (10th position).

Companies registered in February, 10.8 thousand vehicles, so 130 units less than a year ago. In January-February period, this segment has decreased by 1.3 thousand. or -6.4%. The first two places are occupied, like last year, by Skoda and Ford, both of these brands registered decrease by 11% and 7%. The third place for Renault, which began the year from the 18% growth. The largest decrease notes Toyota, whose registrations decline by 1 / 3 and that drops to 6 places in the ranking of brands.

In January-February 2011 most of the companies registered the Skoda Octavia and Fabia as well as Opel Astra. Among the 10 models the most popular this year appear typically commercial models like Fiat Ducato (7 position) and Renault Master (10 position).



Carmarket.com.pl

Tyre company from the Stock Exchange accelerate

Producers and sellers of tires from the Stock market in Poland positively surprised their shareholders last year. Each of the public companies in this industry in 2010, improved their results, in some cases - increased revenues and doubled their profits. What makes that situation has evolved?

Managers point to several factors. First of all tire companies helped demand for their products.

Commentators indicate that strong, even in times of crisis, demand has been supported through individual contracts from companies that after a period of belt-tightening in 2009 in 2010 could afford little higher expenses. Polish tire companies also help a better situation in the global tire market. Debica benefited the most, exporting most of their products. Demand for tires - crucial to the outcome of tire companies, was not the only factor which determines their increasingly better financial results.

Stock market companies in 2010 strengthened their position in the market, taking away their rivals part of the tire cake. Representatives of stock market companies,

admit that their presence on the market is very helpful. What they expect after 2011? Representatives of the industry with cautious optimism looking to the future. On one hand, the winter season, according to their evaluations, was successful in quantity of tires sold and prices obtained.

As in previous years strong demand from individual customers was very successful, the companies invest in tire, improving tires sales results for trucks. On the other hand, there are some opinions on the market that the unstable political situation in Africa and the Middle East can be found reflected

in the poorer outcome of tire companies. Why? Concerns of tire companies relate especially tire production costs, depend on commodity prices in the market, which are strongly influenced by the political situation in the oil producing countries. Civil War and the disorder in Libya and in the countries of the Persian Gulf, increases the price of „black gold” to a level not recorded since mid-2008. For a barrel of Brent crude oil, extracted from the North Sea, counted almost 120 dollars, and a barrel of American oil - almost 105 dollars. More expensive oil increases the cost of transport, as well as prices of petroleum products used in tire production. Tyre manufacturers are observing with concern the situation in the rubber market. Analysts predict that, even that this material became cheaper, prices may increase by at least 30 %, by December this year to 7 dollars per ton. Poor harvest among the largest producers of natural rubber may affect such situation. This time, it may be difficult, if commodity price increases will be accompanied by the weakening of the zloty (Polish currency).



„Do not mess with the law...”

...titled the action, seeking to improve degree of compliance Polish regulations on the universal application of water-based paints when painting cars, according to European directive introduced into the Polish

law in 2007. The main reasons for failure to comply with the directive by a lot of Polish painting workshop is confusion and doubts about the interpretation of Polish law, and exactly mislead multilayer coatings classi-

fication with a metallic and pearl effect to “special coatings” and what is even more important, the total inactivity of the control authorities in Poland established to monitor companies routinely breaking the law. About how such action is required may provide the first market statistics, which show that participation in the Polish market for „legitimate” water paint is currently only 31 percent. For comparison, Western European markets share 83 percent. Action will be composed with lobbying directed toward the clarification and law changes, and to highlight inactivity of control authorities in this area and support marketing activities. The duration of the action is scheduled for several months.

The organizers are the Association of Car Dealers with the support of the biggest companies producing and distributing paint products. Press patrons are „Modern Workshop, „Monthly Dealer” and portal Warsztat.pl.



Castrol EDGE supports Polish automotive industry

March 23, 2011 in Warsaw held a press breakfast. Six players supported by the Castrol EDGE told about plans and purposes in 2011. That group consist of Polish players and automobile enthusiasts reaching success in the international arena. Among them are the race drivers, off-road enthusiasts, European record holder in street racing and trooper with a penchant for single track.

- Castrol EDGE supports not only a global sport, but also a Polish automotive industry – said Dorota Staszewska, manager Castrol sponsorship Poland. - Sponsorship of sport is an integral part of our corporate strategy. The presence in motorsport builds brand image. Outside the automotive industry for several years we are supporting football, which helps us reach a wide audience.



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This is the best place for communication!

warsztat.pl

GasShow 2011

In March this year was held International Trade Fair - GasShow 2011, which confirmed its position as the largest and most important event for the sector, LPG, CNG, LNG in our part of Europe! The event was visited by about 6,000 guests in two days.

Over 100 companies from around the world presented its offer during the show - all leading Polish, European and global automotive manufacturers and distributors of LPG and CNG, as well as designers and suppliers of LPG filling stations, producers and distributors of valves and equipment for LPG, LNG and CNG - valves, controls, co-okers and other appliances, the company specialized in the storage and transportation of LPG cylinders and tanks producers. An important part of the event was also the Modern Workshop Zone 2011 - the exhibition of companies comprehensively equipping and supplying garages which attracted huge interest. Success was also a special exhibition of companies present



ted solutions to the power supply of CNG vehicles.

During the fair, held a number of accompanying events, including training sessions and presentations within Autogas Meeting

Point 2011, Gala Dinner and award Gas-Show 2011 INPRO Awards 2011.

PRIZE WINNERS 2011 INPRO

Category Automobile LPG Installations

- Company: AC SA, Product: STAG 400 DPI Model A1
- Company: Elpigaz, Product: DEGAmix - diesel & gas mixture
- Company: Vialle Alternative Fuel Systems Product: LPdi System

Category Accessories for LPG

- Company: Flashlube, Product: Flashlube Electronic Valve Saver Kit
- Company: GMS Lubricants, Product: JLM Valve Saver Fluid

Category LPG Cylinders

- Company: Amtrol Poland, Product: Steel Cylinder Xlite

The new wheel washer offered by KART

KART has broadened its range of wheel washers to universal model WULKAN 4x4HP dedicated to cleaning of all wheels, except for trucks.

First of all, construction of cleaning compartment has been increased so that pressure washers can handle the wheel with a diameter of up to 850 mm. In addition, the drive shaft has been strengthened, which made possible to wash even the toughest wheel terrain. Washer is fully automated. It has a pneumatic stabilization unit of wheel

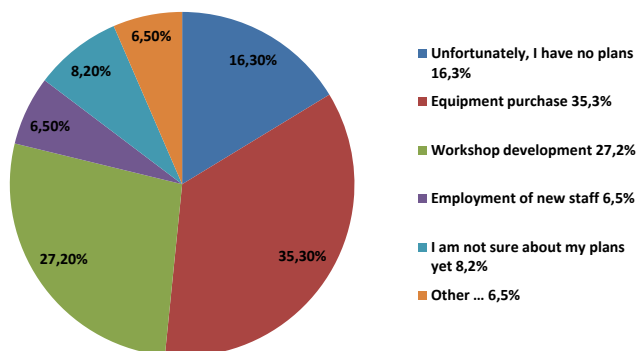


maintaining stability narrower wheels in an upright position. It is equipped with a computer controller for adjusting the time of washing and drying to individual needs, as well as programming time and date of operation of water heating system.

Now also available with a new design in red. The standard equipment includes also a top protective cover and rubber non-slip mat.

More information: www.kart.pl

What are you planning to invest in your workshop in 2011?



On the basis on survey on the portal Warsztat.pl

New questionnaire on the portal Warsztat.pl

Warsztat.pl website team conducted a new questionnaire in Poland, entitled "What are you planning to invest in your workshop in 2011?" Thanks to this survey you can see if and what investments are planned by Polish mechanics. The test results are very optimistic for the workshop industry - most of respondents planning to develop their workshops. Please refer to the survey results.

