



JOTKEL was founded in 1978 by Mr. Jan Krzywonos, the company's owner and president ever since. Initially it was offering only various services but in 1980 it started production. "At the beginning the whole production process was carried out in my car garage, then it was moved to a nearby outhouse, and then a production hall had to be constructed to accommodate the growing output, and finally I had to buy land from an agricultural cooperative to build a bigger production hall on it", says Mr. Krzywonos.

At the beginning of the 1990s the local Polish representative of the Coca-Cola Company placed an order with JOTKEL. "It was a breakthrough point for our company as we had to increase our production capacity and had to adapt the company to the rapid implementation of large orders and the production of high quality. Moreover, we had to learn how to properly reconcile the management of the company in the event of receiving orders of very different sizes, since

some of them have been very large and the others have been very small orders. We have learnt to manage all of them.", explains Mr. Krzywonos.

Since 2000, JOTKEL has been a holder of the Certificate of the Quality Management System granted by The Polish Register of Shipping. In June 2007 it acquired the Certificate of the Integrated Quality, Environment and Work Safety Management System complying with ISO 9001, ISO 14001 and PN-N 18001. "We are still improving our management system and the whole company. Our goals and objectives for the near future are finishing the building and the industrial investments and full integration of our information systems", adds Mr. Krzywonos.

**More than 1000 orders daily**

JOTKEL specializes in providing equipment for workshops, warehouses, factories, workers social area. It manufactures industrial furniture, other carbon and stainless steel

products, aluminum products, tool trolleys and professional hand trucks. Its service range varies and includes structural sections and steel processing.

In its market offer the company includes more than 1000 products. JOTKEL is also a producer of outdoor fitness equipment. Each day, more than 1000 orders are realized. "They are complex orders, not simple ones", points out Mr. Krzywonos.

The majority of the production (approx. 70 per cent) is realized according to the customers' specific orders. This is why the company has developed a strong R&D department, which employs not less than 8 per cent of the JOTKEL staff. The automotive industry, logistics, food industry, municipalities and council authorities are among key JOTKEL clients.

"Thanks to our years of experience and the technical equipment at our disposal, we are prepared to cooperate within the vast scope of sheet metal working. Our modern machinery resources enable us to manu- ▷

# EXPERTS IN WORKSHOP EQUIPMENT

JOTKEL, a company from Krotoszyn, is Poland's leading provider of equipment for workshops, warehouses, factories, and workers' social areas. Its motto is: tradition, competence, and quality.





facture products from carbon steel, stainless steel and non-ferrous metals, according to individual customers' demands. We are proud that JOTKEL has been the first in Poland to put into operation an ultramodern L6 Flying Optics Laser, made by FINN POWER", says Mr. Krzywonos.

### Balanced development and harmonious coexistence

The company employs more than 200 people. Production is carried out on more than 100 technology stands. "The key driver of our business is to meet client requirements and to fulfill their wishes so that our customers are satisfied with JOTKEL products for many years. That is why we take the greatest satisfaction in many years' cooperation with our clients. Our motto is tradition, competence, and quality. Our aim is to produce durable and safe goods of the

highest quality that meets our customers' expectations - goods that are manufactured in safe conditions, in a way that minimizes the impact on the natural environment. As we are guided by a philosophy of balanced development and harmonious coexistence with nature and other people, JOTKEL commits itself to particular involvement and care in the following fields: product quality and safety, protection of the natural environment and peoples' health and safety", adds Mr. Krzywonos.

According to Mr. Krzywonos, the company's economic situation is very good. Its sales have been growing since 2009, a year which due to the crisis in Europe was exceptionally weak. In 2013 exports made up 40 per cent of JOTKEL total sales. Germany, Denmark, Sweden, Ireland and the UK are among the company's main foreign markets. In these markets JOTKEL is a sup-

plier of ready-made elements under other brand names.

The company is successful in Poland and abroad. It is both a result of the company's high quality and a rare skill of matching the most valuable partners, especially with suppliers of raw materials, equipment and technology. The company cooperates with companies such as Sklejka Eko, a leading Polish plywood manufacturer, and Investa, a well-known supplier of stainless steel and aluminum. Power-Tech, a company from Walcz, Poland, is a specialist in the production of laser cutting systems that use the latest laser technology - fiber laser - and provides a wide range of services related to sheet metal working. "Power Tech is a company that combines in its activities very advanced technology with a very good approach to cooperation with customers", says Mr. Krzywonos. □

