

MACHINES FOR ALL SEASONS AND REASONS

Poland's Pronar is a hugely-respected global manufacturer of agricultural, recycling and municipality machines which sell in more than 80 countries on six continents. With business growth spiking in the last year and set to close out 2021 on a €250 million turnover, the company remains hungry to expand into new territories and further its market share through exciting, innovative solutions. By Andy Probert.

The phenomenal success story of Pronar's growth and expansion of recent years can be firmly placed on the company's unswerving commitment to allocating a majority of its profit to R&D activities.

Pronar is the largest agricultural, municipal and recycling machinery manufacturer in Poland and one of Europe's largest. It is also the second-largest producer of off-highway wheels globally, with an annual production of over one million units.

With such a world-renowned reputation for quality, Pronar utilises eight factories and 2,700 employees in the Podlasie region of north-eastern Poland to maintain an in-house operation where almost everything, including components, is developed for the machinery.

The factories manufacture pneumatic and hydraulic elements, axles, complete running gears and side profiles for trailers. Pronar also has a plastics factory and steel wholesale business.



Radosław Bielecki,
International Sales Director

Independent and self-reliant

"Despite our increasing scales of production, our independence, self-reliance and integrated processes ensure we maintain short delivery times for clients," asserted Radosław Bielecki, International Sales Director.

These aspects are underpinned by Pronar's Research and Development Centre, "without which we would not be able to produce products that compete with innovation and functionality," he offered.

"Thanks to this investment, we can check every machine and component under practically all conditions before it is shipped to a customer. At the centre, we also conduct external orders for many large global corporations."

Pronar's incredible output and global dominance have fuelled growth close to 60% since 2018 and 27% within the last year alone, culminating in a predicted €250 million turnover within the current year.

Almost 70% of production is dedicated to export, with Pronar supplying to more than 80 markets, including Australia, Japan, the Middle East, Russia, across Europe, the United States, South America and Africa.

Mr Bielecki said: "Late in 2021, we closed our five-year development plan, based on our expectations to double turnover within the next four years. It is a realistic plan based on further investments in production lines and our machinery portfolio."

Highly innovative

Pronar's latest investment is an Exhibition Centre, next to its factory producing recycling machinery in Siemiatycze. Over a 10 hectare site, including two large halls, this dynamic show zone allows Pronar to present its full product portfolio and demonstrate how the machines work in practice.

"It's an important sales tool to promote our products and for potential clients to see how the machines are manufactured, assembled and perform – all in one day," he added. "Customers need to be sure of a machine's quality before purchasing."



(INSIDE) INDUSTRY



**Connecting
BUSINESSES
WORLDWIDE**

Printed & Digital Media Services
Marketing Packages • Design Service • Web Advertising
Brochures • Magazine • Articles • Advertising • News

insideindustry.com

+44 (0)1493 445121 | rb@insideindustry.com

IMETECH POWER TRANSMISSIONS

IMETECH Power Transmissions conceives, designs and manufactures customised gearboxes for machines used for the processing, shredding and sorting of waste materials.

We are very proud to be a Pronar's core supplier with our GT planetary gearboxes installed into their mobile two-shafts slow-speed shredders, the MRW2.85 and the MRW2.1010.

We have offered Pronar our collaboration throughout the design phase, in order to provide satisfactory solutions in every technical aspect, and we are constantly working to offer Pronar gearboxes that are increasingly robust, reliable and durable.

Pronar has become today one of the leading manufacturers of primary shredders and Imetech, as a supplier, is proud to contribute to the success of systems that are technology leaders worldwide.

The team at Imetech would like to pass on our congratulations to Pronar as well as our thanks for the long-term collaboration.

We wish Pronar all the success for many more years to come and we are looking forward to continuing this great partnership with Pronar!

editorial

ENERIA POLAND
PARTNER IN THE SUPPLY OF
INDUSTRIAL DIESEL ENGINES
FOR PRONAR



Eneria CAT

www.eneria.pl


ENERIA

Authorised CATERPILLAR® dealer in Poland, Eneria is recognised for the knowledge and know-how of its engineers, supported by experience in implementing the highest standard of investment. Eneria provides technical consultancy and project support at every stage of implementation.

The Pronar company, with which Eneria has been cooperating since 2014, uses individual solutions tailored to the client's needs.

editorial

**AVAILABLE ON
MOBILE & TABLET**



Inside Industry is compatible with mobile devices and browsers for viewing on the go.



GT Gearboxes for shredders

IMETECH Power Transmissions is proud to present its new gearboxes for the recycling industry. These gearboxes drive primary shredders intended for shredding and separating:

- Organic and inorganic waste
- Plastic and rubber
- Wood
- Minerals
- Scrap and light metals

These gearboxes are the evolution of previous models: IMETECH is constantly working to provide the customer with increasingly powerful, efficient and reliable products for recycling applications.

The challenge:

While designing the GT gearboxes, we faced many challenges:

- Variable and extremely harsh operating conditions
- Variability in terms of speed, torque and direction or rotation
- Presence of shocks and load peaks due to shredding dynamics

IMETECH's solution

After a long process evaluating different design solutions and analysing critical points of previous models, our engineers planned the new GT gearboxes. The prerogative of these gearboxes is a high power density: the ability to transmit highest power and torque for processing various types of waste, while maintaining compactness and reduced dimensions.

GT gearboxes: a custom solution for every manufacturer of shredders

IMETECH's GT double shaft planetary gear Series is available in different sizes and versions:

- 1 or 2 planetary gear towers, depending on applied power
- Synchronous and asynchronous motion of output shafts, with the same common housing
- Connection for different types of hydraulic motors, in terms of brand and displacement
- Different gear ratios, depending on the customer requirements

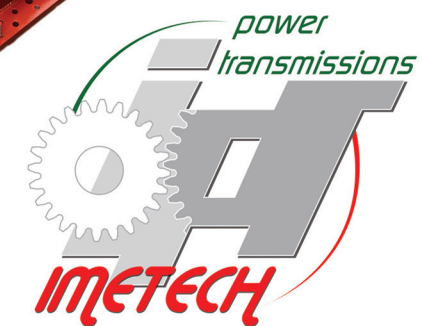
GT Series boasts outstanding technical features:

- Output speed up to 46 rpm
- Input speed of more than 4000 rpm
- High output torque up to 500.000 Nm

IMETECH Power Transmissions is an Italian company specialised in the design and manufacturing of standard and customised high-power gearboxes. Our decades-long collaboration with companies operating in the waste recycling sector has allowed us to acquire a deep knowledge in the production of planetary gearboxes for shredding machines.

IMETECH Power Transmissions S.r.l.

Via delle Pozzette, 14 | 25080 Soiano del Lago (BS) | Italy
T: +39 0365 500073 | E: info@imetech-pt.com | www.imetech-pt.com



PRONAR | PROFILE

The President of Poland, Andrzej Duda, recently visited the newly opened centre, and expressed great admiration for Pronar's activities and its international reputation.

During the pandemic, the company added two planes to its fleet of seven in total to bring customers directly to its headquarters and Exhibition Centre. Pronar also hired medical care to Covid test visitors on landing and extended it to employees whenever they needed to.

"The Exhibition Centre came into its own as international fairs and conferences were cancelled," said Mr Bielecki. "We had the ideal opportunity to show our machinery to particular clients. Demand for our machines remained very high, and we used our competitive advantages where it mattered most for clients: delivery times."

"Production times did not increase. Our machines are mostly based on components we produce. This became especially important when supply chains in the Far East collapsed."

As travel restrictions have lifted, Pronar has promoted its business at numerous trade fairs worldwide and participated at EXPO 2020 in Dubai, representing Poland by showcasing the best of Polish engineering.

Continuous investment

One of the most meaningful company decisions was an investment in designing and the production of mobile recycling machinery that include trommel screens, shredders, windrow turners and stockpilers.

"We also install complete stationary sorting lines for waste recycling," said Mr Bielecki. "Care for the environment is an essential factor determining the direction of our development."

"Recycling technologies will play an increasingly important role for Pronar, which is why we are expanding our range of recycling machines with crushers, scalpels and machines for concrete recycling. It is all part of our market expansion strategy."

He acknowledged the company's history was based on continuous investments, and this would continue.

"Investments will allow us to manufacture a wider range of good quality machines at competitive prices and maintain short delivery times despite increasing production."

Further investment is planned to improve customer service, including after-sales, and digitalisation across the company.

"Our goal is also to take advantage of our convenient geographic location, which benefits from the New Silk Road development connecting China with Europe by a railway which passes through our region. For this, we have invested in warehouses and additional transport infrastructure," he confirmed.

Such visionary planning has been running through the company since it was founded at the end of the communist era in Poland. Once economic conditions improved, it was easier to register a company and operate with greater financial freedom.

Company CEO Sergiusz Martyniuk knew the Polish countryside well and saw large surpluses of agricultural production. He used to buy and sell them abroad, getting in return tractors and machines for Polish farmers. Pronar ventured into production, and expanded into municipal and recycling machines.

Leadership role

Mr Bielecki commented: "We are now a leader in the production of many products. On the agricultural trailer market, we have a 40% share in Poland and are among the leaders in this field in Germany and many other European countries."

"In terms of producing off-highway wheels, we rank as the world's second-largest manufacturer. We sell our products on all continents except Antarctica."

He added: "Our production processes are among the best, as some machines and devices at our disposal are unique on a European scale."

Welding robots are used to weld Pronar's agricultural and recycling machines, disc-wheels are created by the most powerful presses in the industry with the power of 5,000 tonnes per square centimetre, and shafts for shredders are cut by water-jets so that steel parameters are unaffected by a high-temperature cutting process.

"Those are just examples of the technology we have. Investment in technology is one of our priorities, so our machines and components maintain the highest quality standards."

Pronar designs and manufactures the machines, equipment and machines for its production in-house, making the company

even more independent from external conditions and global prosperity.

"We also have a pricing policy that allows our machines to be available to the broadest possible number of buyers. On the other hand, suppliers see us as a reliable partner, in cooperation with whom they can develop steadily, realising large orders," Mr Bielecki continued.

"Our sales team have many conversations with machine users, listen to their comments and this is then reflected in the functionality of our products. Our machines are designed and implemented from scratch by a team of nearly 170 development engineers. We have invented our machinery, so we can easily implement changes and quickly respond to market needs."

Mr Bielecki emphasised that challenges in the industry include staying ahead in the modernity and functionality of products.

"We are also doing everything possible to keep prices affordable in the face of drastic increases in energy and raw material costs, while meeting demands to be environmentally neutral," he assured.

"Of course, we also look at the needs of the market and try to respond to the most critical global problems. Our agricultural equipment supports food production, municipal machinery helps to maintain cleanliness in public spaces, particularly during a pandemic, and our recycling equipment deals with waste management issues. Our products respond to the essential needs of our times."

Reflecting on the industry, he said: "Rising energy and raw materials costs are the greatest threat to industrial production in Europe. If this trend continues, many manufacturing industries may become uncompetitive compared to others like Asia and South America."

"In the recycling machinery industry, there are attempts to consolidate the industry by the largest companies, which may result in the entire industry being in the hands of fewer concerns. This may have an impact on price increases, limiting the products offered while mass production could reduce quality."

But in a positively resolute conclusion, Mr Bielecki said: "Our company is fully independent, and we will keep it that way. As the largest company in our region, Pronar will continue to play an important social role: by increasing local GDP and having a significant positive impact on unemployment and living conditions." ■

