

Foundations of co-operation: efficient supply chain and mutual trust

Multi-purpose loader and loader attachment manufacturer Avant Tecno Oy and PMC Polarteknik are satisfied with their long-standing co-operation. The keys to success are mutual trust as well as speed and timeliness of deliveries.

The collaboration started already 20 years ago and has expanded continuously.

– The key factors of this collaboration are PMC Polarteknik's excellent price to quality ratio, components that fit our production and efficiency of supply chain. Also, PMC Polarteknik has continuously and proactively offered us services that the company views useful to us, says Purchasing Executive **Raul Tsili** of Avant Tecno Oy.

PMC Polarteknik supplies Avant with hydraulic pumps, motors, valves and other small components. Pumps and motors are made to order whereas smaller parts are in-stock items. PMC Polarteknik is among Avant's major suppliers.

Shelving and assembly services facilitate Avant's operations

The shelving service offered by the partner makes Avant's operations considerably easier. PMC Polarteknik delivers what are called B and C components – meaning for example smallish hydraulic connectors and screws – directly to Avant's warehouse shelves. Also, the company monitors the demand for these products and makes an inventory, depending on the product in questions, on a weekly or monthly basis.

Tsili says that Avant Tecno always prefers using the same reliable suppliers, which makes everything easier. The ways of working are clear and there's no need to explain what to do from the start. Even though another manufacturer would provide the same

components for a reduced price, Avant prefers establishing long-term collaboration whenever possible. It only takes one phone call to reach PMC Polarteknik.

– Whatever my concern, I can always call my contact person, Regional Sales Manager **Jonne Koivisto**. He handles connections inside the company. For us PMC Polarteknik is more than just a single-parts supplier. It provides us with large assemblies. When we're developing equipment and this way need new components, I contact Koivisto and ask if PMC Polarteknik could handle the delivery. Usually the answer is yes, Tsili illustrates the backbone of the collaboration.

Quick and secure delivery is crucial to partnership

The most recent form of collaboration is assembly service: PMC Polarteknik assembles blocks with their parts and delivers them ready-made to Avant. This means that the loader attachment manufacturer can focus its time and effort on the components themselves.

As PMC Polarteknik's operations have expanded, so has collaboration with Avant Tecno. The hydraulics manufacturer's product portfolio has grown, which means that Avant has access to even more versatile services.

Avant Tecno appreciates the speed and reliability of the deliveries of its Finnish partner. A foreign manufacturer's product can otherwise be excellent, but delivery times might be long.



Avant Tecno Ltd

Founded in 1991
 Production: 4,000 mini loaders per year
 Loader type: operating weight under 2,000 kg
 Share of export: 75 per cent
 Product series: a total of six
 Loader attachments: about 100 different items



– All in all a good partnership gives us the freedom to fully concentrate on our own production. This is the essence of successful collaboration, Tsili summarizes.

Market leader in loaders with operating weight under 2,000 kg

The family-owned Avant Tecno Oy started its operations with production of drill bases, tractor side stoppers, towing hooks and mini loaders. Gradually loaders became the company's core product. Avant Tecno has reached a global market leadership in mini loaders with operating weight under 2,000 kg.

Avant has grown rapidly: in less than 10 years from the turn of the century, its loader production has doubled. Today Avant manufactures about 4,000 loaders annually. The machines are sold either via an importer-dealer network or Avant's own subsidiary sales offices. The biggest export market is Central Europe but Avant Tecno loaders are well-known on other continents, as well. The company is looking for growth in Russia, too.

– The keys to success are active international marketing, continuous product development and streamlining of production. We have invested in product development and customer needs are often the starting point for new products, Tsili explains.

Production methods are of high quality in terms of both manufacturing technology and process control. Each loader is tested before delivery to customer. Quality control is a priority also during the entire manufacturing process.

Avant's production has expanded from agricultural machinery to solutions used in facility and environment care. The company's loader series comprise product families from the 200 series to the 700 series. The smallest loaders are an excellent choice for groundcare jobs, the biggest are size-wise similar to traditional tractors. The loaders are made at the Ylöjärvi plant, loader attachments come from Avant's suppliers. The attachments available include clamshells and brushes and even mink feeding units.