

# INTERVIEW ▶ Lumel ▶ Head of Promotion and Marketing Department Izabella Ciesielska-Turomsza

## FACT BOX

# LUMEL

### FULL NAME:

Lumel S.A., Lumel Alucast Sp. z o.o.

### CHAIRMAN:

Dinesh Musalekar

### OPERATIONS:

Automation, Foundry

### ESTABLISHED:

1953 r.

### EMPLOYEES:

600

[www.lumel.com.pl](http://www.lumel.com.pl)

For over 65 years, LUMEL has been a leader among Polish manufacturers producing measuring equipment and automation devices. Could you briefly present the genesis of the company and the road to the success of the brand?

The history of the company began in 1953 (almost 70 years now) with the production of analogue meters. The beginning of the 1970s saw the development of new product groups – LAVO portable meters, digital meters, transducers and recorders. In 1969 a casting plant was established - the current Lumel Alucast. The 1990s are the time of the first Lumel devices with a digital interface, and since 2015, the era of the development of IoT devices. In 2011 Lumel was purchased by Rishabh company from India and became part of a capital group consisting of companies from India, Poland, the USA, Great Britain and China.

**LUMEL offers a wide range of products and services in the field of meas-**

**uring equipment, industrial automation and many others. Could you please discuss in detail current business activity of the company?**

Lumel S.A. offer includes several groups of products, including: network parameters meters, digital meters, transducers, controllers, communication modules and analogue meters, transformers and shunts. The devices are dedicated to the measurement, control and recording of industrial processes. In 2020, we expanded our product offer with MV protection relays and radiometric gates. We also provide comprehensive solutions in the field of media monitoring, green energy, environmental parameters and contract assembly. Lumel Alucast is a world-renowned manufacturer of precision die castings. In addition to the production of castings, it specializes in the design and manufacture of moulds and tools, mechanical and surface treatment of parts.

**How many countries do you currently export your products to? Which**





**products are the leaders in foreign sales?**

We export to 65 countries in the world. The development of the company, and with it the development of the sales network, meant that today it is difficult to even name a country to which we do not export products. The largest trading partners include Germany, France, UK, Switzerland, Spain, Middle East and India.

**What distinguishes the LUMEL company from others operating in the same industry? What do you consider your greatest strengths?**

The comprehensiveness of the offer, guarantee of quality, the ability to respond to the changing needs of the market and - what is very important to us - the trust of our recipients and our business partners. We are very proud of it, but we also realize that trust is not given to us once and for all. That is why every day we try to do everything to prove that Lumel is the best choice and it does not matter to us whether we are implementing a large project worth several million zlotys or delivering a dozen or so measuring devices. We were, we are and we want to be the number one choice for customers around the world.

**Implementation of innovative solutions and technologies is an important source of a company's competitive advantage. Could you tell us about the company's research and development facilities and the most important results of their work?**

From the beginning, one of the most important foundations of the company was innovation. Product development carried out thanks to our own team of constructors, programmers and mechanics. It is thanks to this group of people that we are able to adapt our offer to the changing market requirements so quickly and flexibly. When implementing new projects, we also use the knowledge and experience of sales engineers to get the market needs and share the R&D engineers experiences who are employed in our sister companies of our capital group. Currently, about 60 people work in the R&D departments in the entire group. We also have our own, well-equipped measurement laboratories with properly prepared scientific staff both in Poland and India.

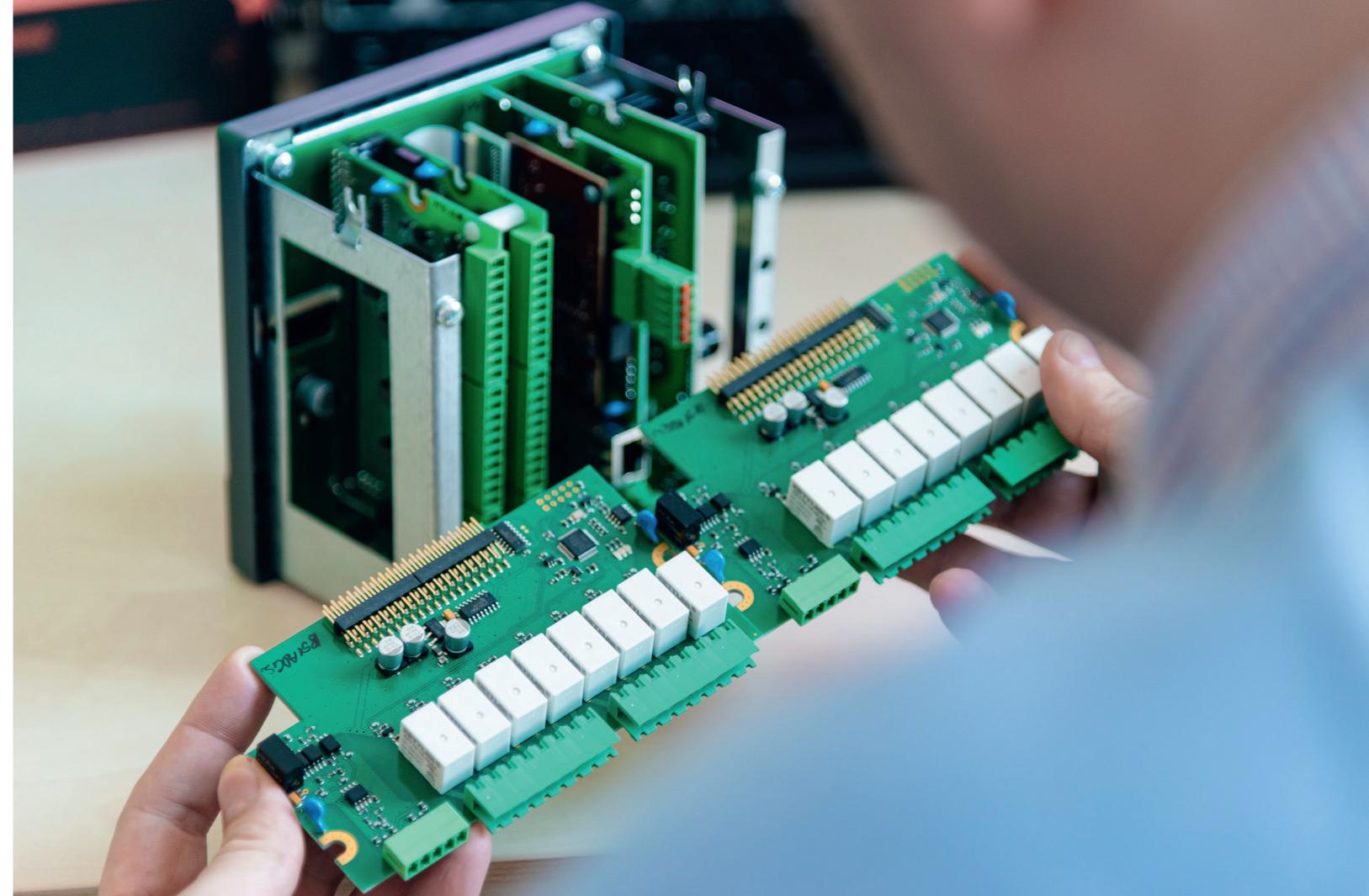


**What new products are you planning to introduce to your offer in the coming months?**

One of the most interesting projects implemented in cooperation with the City of Zielona Gora, the University of Zielona Gora and the University of Cottbus is an integrated monitoring system of the environment. It operates in the following way: sensors mounted on city buses collect data on air quality and send it to the central management system for analysis. Thanks to the collected data, a very accurate map of pollution is created, which is information for the city authorities and residents about the environmental situation in a given district of the city. Currently, the pilot part of the project in Zielona Gora and Cottbus has been implemented. In the near future, the project will be extended to other cities in Lubuskie Voivodeship and Brandenburg state. Other large projects are related to the development of devices and software for measuring and analyzing electricity and the family of protection relays for MV switchgear for the power industry and RES projects.

**LUMEL opened a modern production plant in 2020. Could you tell us more about the company's current production capacity? Is the plant in Zielona Gora in line with the Industry 4.0 trend and is it equipped with the most modern machines and production technologies?**

Construction of a new Lumel 4.0 plant. was closely related to Lumel's develop-



ment plans in areas of:

- continuation of work on industrial automation products,
- development of works in the field of renewable energy,
- development of contract assembly services, e.g. for the automotive sector, to which Lumel Alucast supplies its products.

And since we have ambitious and global plans, our new plant had to meet the same conditions. This is how the Lumel 4.0 plant was designed and built, in which:

- the entire production space meets the requirements of the EPA zone,
- the use of energy and other utilities is supervised by an intelligent management system and a system for monitoring environmental parameters,
- energy efficiency is ensured by: 125 kW photovoltaic installation, ventilation system with partial heat recovery, energy-saving LED lighting, low-emission gas boilers, design that maximizes the effect of natural lighting

For innovative and ecological solutions, the plant received in 2021 the title of Mister of Construction – an award granted by the Lubuska Chamber of Construction.

**Business success would not be possible without proper management and qualified personnel. How many people does the company currently employ? Could you tell us about the team of LUMEL specialists?**

Currently, about 600 people work in Lumel. The spectrum of activities, multitude of processes and technologies require specialists in many fields. Obviously, acquiring the best specialists from the market is not easy, but as our results show, we were able to create such a team - and we are very proud of it. Both in Lumel S.A. as well as Lumel Alucast, international teams work. We cooperate with universities in the country and abroad, we have special internship programs for students. A few years ago, we opened vocational training classes in vocational schools in Zielona Góra. In April, in cooperation with the University of Zielona Gora at the Faculty of Mechanics, a

programme was created for students from India who combine their studies with professional work with us.

**The quality of the offered products is your priority, which is why you cooperate only with reputable suppliers. Are there companies among them that deserve special mention as the most important partners?**

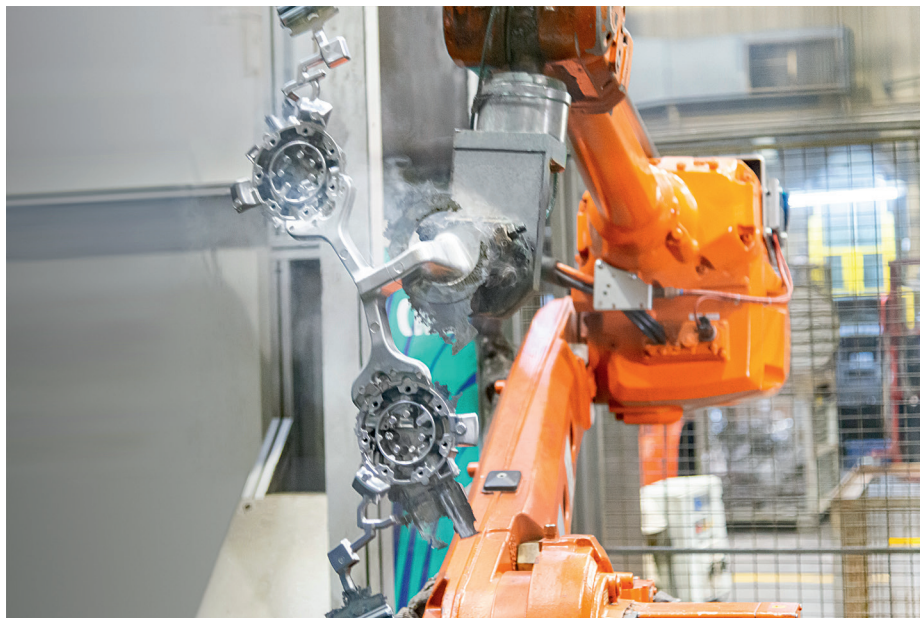
As part of continuous process improvement, we develop and standardize processes related to the selection of suppliers and sub-suppliers. All our key suppliers are regularly assessed as part of the supplier cooperation assessment process. The supplier qualification and assessment criteria have been developed on the basis of the best market practices, therefore they allow minimizing the risk of cooperation and maximizing the quality of this cooperation. Due to the wide spectrum of activities and the global supply chain, it is difficult to point to 2 or 3 entities. Currently, our sub-supplier base consists of several entities, and the fact that the cooperation lasts shows that they are the best of the best.

**Corporate social responsibility is also a very important element of economic activity. How do you engage in non-business activities locally?**

We support numerous sports, cultural, educational and social projects. They are addressed to employees and their families, the local community, friends, neighbours and acquaintances. Together we build a local community, because it is a constant and invaluable source of inspiration for us. It was with employees in mind, at the new plant, that in 2020, a modern sports hall with a gym was established and it is a place where employees with their families and friends can actively spend their free time. This year, after more than 30 years, we reactivated the Lumel Athletics Club, where 60 young athletes are currently training. In May, for example, we sponsored the European Night of Museums. During this event, there was also an auction of paintings by the President of Lumel - Dinesh Musalakar, and the money from the auction went to humanitarian aid in Ukraine. We support the local speedway team and small sports clubs. We are present at Universities and High Schools. We support foundations and charity campaigns, because helping is in our genes.

**What is the biggest challenge for your company right now?**

Undoubtedly, these are high prices of media - especially gas, high inflation, still unstable supply chains and the economic slowdown coming across the global economy. The unstable



situation on the currency market and rising interest rates slowing investments also do not help. However, we believe that when the war in Ukraine is over, global markets will return to normal, and with that, more optimism will come to the markets. However, we have adapted ourselves with resilience, flexibility and quicker response time to these challenges.

**What are the company's plans and development directions for the coming months and years?**

Lumel S.A. development plan and Lumel Alucast is precisely defined in the Development Strategy 2020 - 2025. It covers areas products and markets development, technology and HR It is also an integral part of the development of the entire capital group, in which both

plants play a key role. With respect to Lumel S.A. we will focus on the development of devices and systems dedicated to Industry 4.0, green energy and solutions in the medium voltage area. Lumel Alucast's plans are the development of production automation and the implementation of new technologies, which will result in even higher quality and efficiency of production and lower environmental impact.

**LUMEL is a company with a very long tradition, which has managed to write many successes on the pages of its history. What achievements of the company are you most proud of so far?**

Although the plant has gone through different periods in its history, people and development have always been the priority in operation. We owe where we are today to this consistency. Lumel is more than just a workplace for over 600 people. It is a symbol and a brand known in the country and abroad - and this is what we are proud of. We also have a new and very modern automation plant, plans to expand the casting plant, a great and professional team of employees - and this guarantees that we look forward to the coming years with optimism.

