

## A sincere thank you **from POK**

**P**OK celebrates its 40<sup>th</sup> anniversary in 2016. That means 40 years of unrivaled technical expertise, experience and service to customers. As you may know, POK is the first French manufacturer of firefighting equipment. The range of POK products can meet the wide majority of your needs. We produce 100% of our products at our manufacturing facility in Nogent-sur-Seine, one hour away from Paris.



It is thanks to a longstanding experience that POK exports more than 50% of its production and is positioned as the leading French manufacturer in its field, worldwide. This is a beautiful reward and a tremendous responsibility that we take to heart.

We aim to satisfy, wherever you are in the world, adapting to the specific market needs. As proof, our very large range of couplings that allows us to, not only meet the French markets, but the diverse markets in the rest of Europe, North and South America, Asia, Africa and the Middle East with certified products: Storz (DIN), Instantaneous (BS), Gost, Machino (JIS), NST (NFPA), GFR ou Guillemin (NF).

Our network expansion allows us to be closer to our customers. POK China covers the large country of China and Taiwan, and soon, other expansions to purchase direct, or via new representatives will be initiated.

But the great strength of POK is, first and foremost, in its men and women. A hundred people, with tasks ranging from product design, raw material supply, production, sales, shipping, etc... that have only a single ambition: to satisfy you. It is an everyday human challenge that we are proud of.

In a few interesting facts, POK has 24 state-of-the-art «made in Japan» CNC machines. They constitute a unique production capacity, and create more than 4,000 products referenced in our catalogue, one hundred of new studies (from our Engineering Department) each year, allowing us to put impressive, high-quality new or improved adaptations for you, or those needs of your customers.

Thus, we can meet the needs of the Fire and Rescue community, and also the industries in which fire protection is essential on a larger scale, such as : petrochemical, construction, power plants, aerospace, defense, food processing, waste collection centers, oil & gas, marine.

All examples of demanding markets we proudly serve.

For these 40 years, we wanted to start by thanking those who are reading this. Thank you for your loyalty, your commitment to us, and the trust you place in our products all over the world, by calling on us.

This newsletter is the first of many newsletters that will allow the readers to get to know POK (the people behind the brand), to be also at your disposal, in the sole purpose of serving you better.

**Pascal Cambournac**  
International Sales Director

### Think [www.pok.fr](http://www.pok.fr)

Keep in mind that you can very easily download from our website: [www.pok.fr](http://www.pok.fr), our multilingual catalogues. They are available online in French, but also in English (for the English speakers), in American English (for our US customers), German, Spanish, Italian, Chinese, Russian, Portuguese, Arab, Greek, and Polish.

The key advantage for you to visit our website online catalogues is that you can access a regularly updated information which will make your search and selection easy and fast.

Should you have any unanswered questions from our catalogue, you are also kindly invited to consult us on: [export@pok.fr](mailto:export@pok.fr) or to contact your usual sales assistant.

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## POK: a family business

**I**t's been nearly 4 years since I joined the family business that was created by my father.



With many professional experiences in various companies (from high tech, technology transfer, production, training, consulting, and tourism, from multinational to start-ups), I find myself today, diving into the firefighting world. It's a challenge, but also a beautiful adventure to discover POK, its environment, its people, and its passions.

Having always lived abroad, I've come to discover the working habits of the French,

another challenge for me, as I have worked previously in the United States, in England and in Germany.

There is no experience that compares to working for a family business, in regards to the drive, and the passion. The gratifying reward is seeing finished products, everyday, that carries with them such «ethical» value. Indeed, I am fully aware that through our products, we save lives, and that is what I am most proud of.

If we are on the right track, after 40 years in business, it is thanks to our entire enterprise made up of a hundred persons and whom I would like to warmly thank in this

first newsletter.

Come visit us, as you are always welcome. We listen from our heart, and always try to find solutions that would satisfy your needs by doing things better.

To meet your growing needs, POK constantly recruits in various Departments. Men and women who are passionate about what they do. Come and join us. This year 2016, is full of exciting new projects you can participate in.

**Alexandra Grandpierre**  
*General Manager*

**T**he existence of POK constitutes for me, an uninterrupted sequence of battles. Similar to the Pyrrhic War, each battle has exhausted us, but curiously made us stronger, regardless if we have won or lost, we have always improved.



The company, step by step, has managed to reach the top of the podium, becoming the first company in its industry in France. In 1977, we were the smallest of the 10 companies to "strike" in our field.

Today, POK has become essential in this marketplace, and as you may have noticed, I am happy to pass the torch to my daughter, Alexandra, to take over.

So many efforts, so many sacrifices, so many battles but believe me, it was worth it. Our main goal is certainly not yet reached, and will it someday? I hope that our products are the best, as we

move forward, I know that we still have and always will, progress to be made. Always improve, always make it better, that's our motto, and it is our ambition.

Not having known our beginning, it would be difficult to imagine the drastic difference in both quality and quantity produced at POK, on all levels.

It was in a studio of 60m2 in Paris, where the only means available were trucks with which we delivered carriers and carried subcontracted parts. We started very modestly.

At that time, the saddest event for me

was a visit from a labor inspector about our working conditions, which forced us to move to Montreuil, the suburbs of Paris. The most comical event was, however, to see the tax inspector rush with howls of joy to the bathroom and come out, all dreadful, to realize that our family apartment was actually our office...

Today, on another scale, everything is still difficult. Difficult in another context, but we remain, my daughter and I, proud of the work accomplished and aware of the task that awaits us all to satisfy you.

**Bruno Grandpierre**  
*Chairman*



## POK: The Supply Chain

The Supply Chain is a new service at POK that I have the pleasure to manage. It is together with the help of «tools», such as the ERP (Enterprise Ressource Planning), the commercial strategy, the Design Department, the productivity actions and the support of both the Administrative and Financial Departments that we are building POK's future.



The Supply Chain allows us, to support the production process at all levels. It is a set of services that enable the output of POK products in the workshop, from the small products (like fittings), to larger products (our impressive trailers and remote controled monitors). It coordinates the purchases, the receipt of the raw material, stock management, and delivery of the goods.

To judge it, we have on our dashboard performance indicators like turnover, inventory turnover, delay rates. This is an exciting task which involves all the pieces of a puzzle to come together. It is, pictorially, like putting the oil in the workings of a big machine, to ensure that all tasks are duly defined and carried out.

When a business grows, it's numbers increase, and the number of tasks per employee increases proportionally. The Supply Chain allows us to structure the services intended to deliver orders and to properly inform POK's sales team.

With a good software system like an ERP (on which we are actively working), my Department will contribute to take the Company towards our goal : better respond to customer requests.

As you can see, POK is modernizing its structure, to offer you a more efficient service and better products.

**Laurent Virion**  
Supply Chain Director

## POK presence worldwide

A few examples of POK's presence abroad:

### SECUTECH 2016 : 19 - 21 April 2016



Taipei (Taiwan)

### FDIC 2016 : 21 - 23 April 2016



Indianapolis (United-States)

### NFPA : 13 - 16 june 2016



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& EXPO**  
THE PREMIER EVENT IN  
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Las Vegas (United-States)



## POK innovation

For proof that we are listening and responding to the needs of the market, POK is pleased to announce the launch of a new product. In addition to our extensive range of hand nozzles, we would like to introduce the Aquastar.

It is a hand nozzle designed for high pressure and specifically created for the United Kingdom and our anglo-saxon markets, which greatly utilize the high-pressure.

The Aquastar is an ideal product with impressive performances :

180 lpm at 40 bar, setting of the flow rate by rotation of the flow rate ring. Adjusting of the jet by rotation of the head ring.



[Download the Technical Data Sheet](#)

