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TRANSPORT COMPANIES ON PUBLIC PROCUREMENT MARKET – THE CASE OF POLAND

Abstract. The objective of this paper is stated in the following research questions:

- What is the market potential of transport and storage sector in Poland? – statistical analysis?
- What is the role of the transport and storage companies on the public procurement market?
- To which extent the transport companies in Poland are active in incurring investment outlays?

The analysis will give a brief understanding of how public procurement market in Poland is regulated and how active transport companies are in this market. Moreover it proven the importance of market potential of transport sector for Polish economy will be statistically, analysis will be based on national statistics.

In order to verify entrepreneurs' opinions on their presence in public procurement market and intensiveness of investment activities the authors conducted empirical research based on the tool of electronic questionnaire directed to transport and storage companies by e-mail. The objective of this research was to recognize attitudes of entrepreneurs of small and medium-sized companies toward investment activities and presence on public procurement market.

Key words: transport companies, public procurement contracts, investment outlays.

1. DEVELOPMENT OF TRANSPORT SERVICES IN POLAND

The market of public procurement in Poland developed after the year 1990. It was connected with the introduction of the principles of free market economy, and especially within its frames, development of the private sector and its partner equality with the public sector. Simultaneously transformation in public procurement itself took place in the form of moving from purchasing goods to purchasing services.

It was of special importance in the case of the transport sector, within its frames there appeared many new private transport enterprises that started providing different services. Another factor influencing the development of transport

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services was Poland's accession to the European Union which resulted in entering the Polish market of developed, well-organized and provide comprehensive services powerful transport enterprises. The demand for transport services has been increasing because the rise of macroeconomic integration group such as the Economic Union of high economic level development of its particular member countries, at defined variety of production, contribute to economic exchange among subjects functioning on this market.

Developing exchange is connected with the development of physical flows of goods and their service. The EU member countries already possess a well-developed and steadily growing net of transport connections (land, water, inland, sea and air), however increasing of mutual exchange of goods demands not only their quantitative development, but also improvements of qualitative character. Enterprises engaged in transport services gained from the integration with the EU countries. Economic growth and increasing trade cause the development of transport services market. The dynamic growth of transport is facilitated by modernized logistic infrastructure giving a possibility of reaching almost every places in Europe. Therefore, economic growth, increasing trade, opening of union market are the main factors influencing the development of the Polish market of transport. It is also influenced by the transformation of economy resulting in the change of production structure, ownership and the size of enterprises. The field is being consolidated which is conducive to cooperation and rendering profession services.

Development of transport services on the European scale is a factor opening strong possibilities of cooperation among private and public subjects. New spatial relations appear. Possibilities of using transport means increase.

The level of offered services and many a time their practical exclusiveness caused that transport enterprises become a serious beneficiary of the public sector i.e. institutions operating public finances. Widening of cooperation between the public sector and enterprises rendering services turns out to be especially useful because it is conducive to the development of the transport sector. Generating demand administrative organs and non-governmental organizations encourage to invest, develop activities and undertake enterprising risk. Accepting defined procedures also guarantees proper spending of public means. Such orders are subject to procedures of spending public resources and are called public procurement. In Poland the regulations of the public procurement act apply to orders of the assessed value exceeding the equivalent of 14 thousand euros.

2. THE CURRENT SITUATION OF THE TRANSPORT SECTOR IN POLAND

At present road transport amounts to 44% of all transport of goods and 81% of passenger transport. Transport enterprises carry more and more goods. Therefore, the network of road connections become of essential meaning. In the sphere of transport the European Union accepted to carry into effect the so called TINA project. Transport Infrastructure Needs Assessment explains that the territory of Europe will be connected by transport corridors which will create main coherent transport network (Pieriegud 2003, p. 78). European Parliament stresses the need to complete and expand the trans-European networks. Due to this proposed solution in the form of TINA programme it should enable, especially new member countries, to equip themselves with a modern transport infrastructure. European reports emphasize that it is the EU's objective to strengthen the competitiveness of disadvantaged regions by improving the quality of roads included in TEN-T. However, Commission calls to consider a system for gradual market integration in the road transport sector. It emphasises that the first step in this process is the necessity for the moderate opening up of transfrontier traffic, after which any barriers should be liberalized but in stages. On environmental protection grounds, only those heavy goods vehicles that meet the EURO IV standard from 2005, should be included in the quota regulations. Even before accession, harmonisation measures were required in the technical sphere and in the areas of labour, social and tax law to prevent disruption of the market due to the relocation of firms from the EU –15 countries to the new member states. It leads to the centralized transport network using fast flexible transport that dominates and replaces local systems of transport.

Poland will also benefit from the programmes financed with the European Union support. In the years 2007–2013 Poland will receive from the Operational Programme “Infrastructure and the Environment” 21 billion euros (plus 5 billion Poland’s own contribution). The money will be used for investments in building roads, motorways, fast roads, ring roads, reconstruction and modernization of national roads and development of airports, where the majority of them are included in trans-European transport networks – TEN-T (Kuźmicz 2006, p. 24).

It causes the need of modernizing transport with regard to ongoing changes because since May 2009 the European transport services market will be fully accessible to Polish enterprises (it will be expanded by possibilities of rendering transport services inside the old Union countries). It is also connected with growing demands concerning transport possibilities in the sphere of rendering mass services of specialist character. The concept of creating the so called transport corridors combining different branches of transport is put in effect and thanks to it the time of transport process will be shortened (Pieriegud 2003,

p. 77). It increases the opportunities to render transport services on a mass scale because creating networks within intermodal freight transport increases its adaptation possibilities.

Using intermodal freight transport based on traditional and innovative modes of transport facilitates improvement and adjustment of transport of both mass and dry bulk goods. It also requires improvement of the output of logistic and transport companies. It can be expected that with appearance of various forms of cooperation (especially within intermodal freight transport) the meaning of logistic centres in transport will grow. Their meaning is also increased by the need of connecting different processes of distribution in time, especially gathering heterogeneous goods for common transport in the given direction. The above mentioned changes in connection with the centralized network of fast flexible transport require taking into account localization and fixing routes as well as analysing needs connected with the necessity of providing many services processes.

At the moment in Poland more than half of the total stock of modern logistics space is located outside the Warsaw area. The other significant concentrations include Katowice, Poznan and Lodz. Most regional locations are focused on “big box” logistics with minimum unit sizes of 2,500 – 3,000 sq m., many of them dominated by major retailers who have set up national and regional distribution centres. Prime rents in Warsaw have risen to €72 /sq m /annum, despite rising vacancy. (CB Richard Ellis, October 2008). Central Region represented by Lodz and Piotrkow Trybunalski has 555,000 sq m of existing modern stock with a further 235,000 sq m being currently under construction. During the 2008 a total of 247,100 sq m of warehouse space has been leased. The vacancy rate currently stands at 5.1% (CB Richard Ellis, Q3 2008).

The growing importance of the sector cannot be confused just with the existence of the logistics centres which are of course significant for the sector and contribute to the rate of employment in the area of their location. In order to analyse the market situation of this sector some numbers were presented in the Table 1. This table shows estimation of the potential of this market in Poland in the years 1994–2007.

Table 1 presents that the years 1995–1997 and 2006 are characterized by relatively high dynamic of revenues (in comparison with previous year). The lowest one was in 2005 after Poland’s accession to the EU. Revenues from sale of products and storage in transport and storage sector include receipts for the transport of goods, passengers (included urban road transport), baggage and mail, receipts for trans-shipping, forwarding, the storage and warehousing of freight and other services connected with transport servicing as well as receipts from the activities of travel offices, excursion guides, tour guides.

Numbers from Table 1 show that the importance of road transport in total sales value is significantly increasing. This percentage rose from 32,4 in 1994 to 51,6 per cent in 2007. However, the fact that in 2006 and 2007 the figures are quite similar might seem this percentage share has reached the highest possible level and now we can expect rather smaller contribution of the road transport revenues in the total sales revenues of transport and storage sector. In the European Union countries the share of road transport of goods in total transport of goods is 71.3 per cent while in Poland this rate became more than 78 per cent in 2006. If we compare the percentage of active population working in transport area in Poland with its counterpart in Europe the difference is surprisingly high: 21.3 per cent in the EU and 3.7 per cent in Poland. The above table surprisingly shows that average employment is decreasing and even though it is not as high as in the years 1994–1998 since 2006 it starts to rise, both in the sector as well as in the land and pipeline transport.

Table 1. The market potential of the sector “Transport, storage and communication” in 1994–2007

Years	Sales revenues of transport and storage of products (services), (current prices), public and private sector in billion zł	Sales revenue of product and services of land and pipeline transport, (current prices), public and private sector in billion zł	Sales revenue of road transport, (current prices), public and private sector in billion zł	Percentage share of road transport in revenues from sale	Dynamics of revenues from sale (previous year = 100)	Investment outlays on transport, storage and communication – (current prices), public and private sector in billion zł	Average paid employment in transport, storage and communication, public and private sector in thousand	Average paid employment in land and pipeline transport, public and private sector in thousand
1994	20.7	15.9	6.7	32.4	–	3.2	728.1	473.3
1995	27.6	16.3	10.1	36.6	133.3	5.1	723.4	465.4
1996	35.0	19.9	12.4	35.4	126.8	7.8	721.9	456.8
1997	41.3	23.0	14.4	34.8	118.0	11.4	730.7	459.2
1998	46.5	26.8	18.2	39.1	112.6	13.2	725.2	447.1
1999	50.7	32.4	23.2	40.0	109.0	15.2	686.3	411.9
2000	55.9	36.3	27.0	48.3	110.3	17.0	654.9	386.3
2001	63.1	36.6	27.2	43.1	112.9	14.9	630.4	360.6
2002	70.5	42.2	27.5	39.0	111.7	11.8	601.9	343.6
2003	78.8	48.9	32.9	41.8	111.8	11.1	586.3	341.0
2004	88.4	53.8	38.2	43.2	112.2	11.4	583.0	342.6
2005	89.8	58.4	42.2	47.0	101.6	12.3	577.7	345.2
2006	111.2	74.1	56.8	51.1	123.8	15.1	596.7	360.1
2007	122.7 ^a	81.6 ^a	63.3 ^a	51.6	110.3	16.9	621.0	377.6

Source: Statistical Yearbook of the Republic of Poland from Years 1995–2008, Central Statistical Office, Warsaw, “a” – sales revenue for 2007 are not complete.

The infrastructure of transport is to support operations and demands of enterprises. Its quality and standards should meet requirements of our times. However, it requires support of factors conducive to the development of transport. The process of further consolidation of the Union into one heterogeneous economic body, and in case of Poland especially accession to the Economic and Monetary Union, should be of basic importance.

3. DATA AND METHODOLOGY

Analyzed data will come from the EU official documents as well as national documents in order to present presence of transport sector in public procurement market. Moreover national statistics concerning actual situation of transport sector will be analyzed. The importance of transport sector on public procurement market will be discussed on the basis of the results of empirical research conducted in Poland.

The objective of this paper is stated in the following research questions:

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In order to verify entrepreneurs' opinions on their presence in public procurement market and intensiveness of investment activities the authors conducted empirical research based on the tool of electronic questionnaire directed to transport and storage companies by e-mail. **The objective of this research was to recognize attitudes of entrepreneurs of small and medium-sized companies toward investment activities and presence on public procurement market.** Unfortunately, completion and return of questionnaires in such research is not numerous and so was our case. Due to this with certainty we can assume that in the research more willingly participated bigger companies, which is always a problem in this type of research. That is why the results of our research should be treated as an opinion poll. Nevertheless, the comparison of this research with other national researches directed to companies (within the range of comparable characteristics) permits to treat the results of our work as representative ones. Representative sampling in the statistical sense may not be en-

sured because in spite of random sampling, the size of the sample is too small in comparison with expected one. The collection of questionnaires was completed by the 30th January 2009. In the research participated 108 entrepreneurs from the whole country which was only ca 8.6% of the initial sample (N=1250).

4. PUBLIC PROCUREMENT MARKET IN POLAND

Public contracts are creating the opportunity for entrepreneurs to provide services in the public sector. The tender, in which it intends to participate contractor for him means a series of problems that are most relevant SIWZ analysis, the study deals, the protest and appeal. In order to regulate this market Poland adopted in 1994 the first Act on Public Procurement.

Historical background of public procurement market in Poland include following stages:

- No separate procurement regulation before 1989;
- Act on Public Procurement adopted on 10 June 1994 – initially based on the UNICITRAL Model Law;
- Public Procurement Law adopted on 29 January 2004 – in force from 2nd March 2004 – adjustment to EU procurement directives;
- Further amendments to the Public Procurement Law, an on-going process;
- The latest amendment to the Public Procurement Law was published in Dziennik Ustaw No. 171, item 1058 of the 23th of September 2008. It entered into force on 24th of October 2008;

Public Procurement Law is one single act regulating all aspects of public procurement, it relates to the mentioned below aspects:

- from the start of a procedure till the signing of a contract,
- covers also review procedures,
- covers also the utilities sectors,

However, it does not regulate matters related to:

- planning and financing of public contracts (subject to finance law),
- performance of contracts (subject to civil law),

The Polish Public Procurement Law provides different procedures for the award of public contracts:

- Open tendering
- Single-source procurement
- Restricted tendering
- Negotiated procedure without publication
- Request for quotation
- Negotiated procedure with publication

- Electronic bidding
- Competitive dialogue

Data coming from the reports of the Public Procurement Office in Warsaw allow to have an idea about value and its dynamics of public procurement in recent years. As we can see total value of public procurement in 2008 was estimated at 109.5 bln zł, what means an increase of more than 6 per cent in comparison with the previous year. The highest positive impacts were observed in 2002 and 2005 what was resulted from changes in partially opening the Polish market for the European Union (2002) and joining the EU (2004–2005).

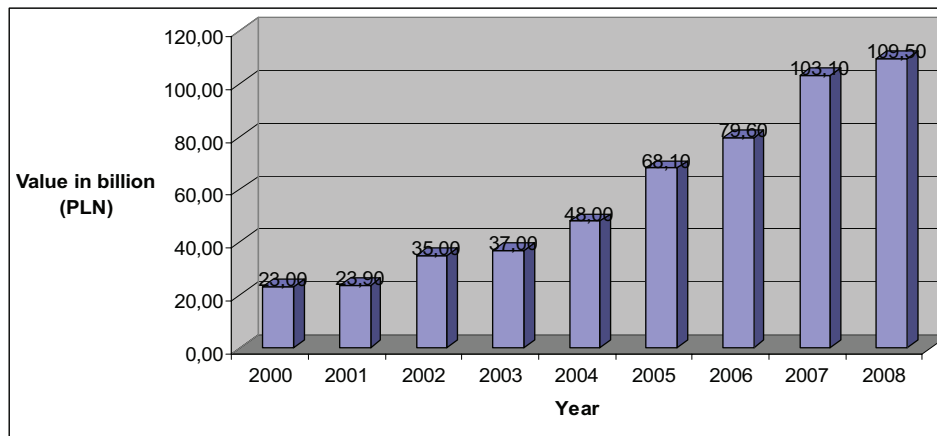


Diagram 1. The value of public procurement market in Poland in the years 2000–2008

Source: Own elaboration on the basis of Public Procurement Office's reports from the years 2000–2008.

5. SPECIFIC REGULATIONS FOR PUBLIC PROCUREMENT IN TRANSPORT SERVICES

In the given case public procurement should be understood as an order for transport services fully or partly paid from public resources by a subject obliged to apply the public procurement act. To such subjects are included: state organs, self-governmental organs, institutions of public law and the sector of public services. The supplier or performer of public procurement is a private person, a corporate body or an organizational unit without legal status and also subjects acting jointing.

The market of public procurement consists of relations occurring between the main participants of the market i.e. sellers and buyers. Demand is represented by ordering subjects, the number and structure of which is to a high de-

gree dependent on the legal regulations concerning public procurement, while supply is represented by availability of transport services.²

The main principle of procedure concerning placing an order is ensuring all entrepreneurs equal access to public resources. Retaining reliability, management economy and usefulness on the level of placing orders the subject having public resources at its disposal is obliged to guarantee competitiveness. Hence the trend to ensure open procedures based on the principles of competition.

The principle of fair competition has a fundamental meaning in modern systems of public procurement because on one hand it serves rational spending of public means, on the other hand it contributes to the support of effective market. Open competition is emphasized because only the existence of generally accessible transport market causes that dissipation or depreciation of the designed for the purpose public resources are prevented. The main advantage of such a procedure are budget savings, competition among enterprises and emphasis on rationalization of rendered services.

The system of public procurement on the market of transport services in Poland similarly in the other EU member countries is to perform a series of functions. The most important of them, the economic function results from the fact that it supplies formal scenarios of competitive fight obligatory on the market of public procurement. A special meaning is attributed here to tendering procedures: limited and unlimited tender. Optimization of their choice consists in the fact that the awarding entity chooses such a procedure which on one hand ensures the highest probability of getting the most profitable offer, and on the other hand he will not risk company's excessive and groundless costs connected with preparation of offers, their analysis and assessment.

Regulation of orders in the transport sector in Poland is based on the implementation into the Polish legal system of the directives already from 93/38/EWG replaced by the directives 2004/17/WE and 2004/18/WE, which also comprise within their range the activity in this sector. The reason of covering this sphere of economic activity with public procurement regulations results from the need of ensuring real opening of markets for free flow of services.

In order to facilitate the awarding entity running an activity suitable acts (The acts of 29 January 2004 The public procurement law-Government Regulations and Laws Gazette No 19, point 177 of 2004, amended on 13 April 2007 The public procurement law, Government Regulations and Laws Gazette No 213, point 1855 of 2007 homogenous text} foresee a possibility of making introductory agreements with one or more operators. The conclusion of a general agreement follows the conducted competitive procedure with suitable application of regulations of limited tendering or negotiated procedure with publication.

In the public procurement act – following the pattern of union directives there is foreseen a procedural simplification facilitating awarding entities in the sector of transport services placing public contract, including:

- orders may be placed in the procedure of negotiated procedure with publication independent of the occurrence in the act certain procedure application, which means that awarding entities may use as the basic procedures of awarding contracts: open tendering, restricted tendering and negotiated procedure with publication;
- for the awarding entities there were foreseen additional circumstances of applying single-source procurement taking into account the entities specificity;
- publication of temporal informational announcement about planned in the nearest twelve months orders releases awarding units from the obligation of publishing contract notices regarding procedure of restricted tender as well as negotiated procedure with publication;
- awarding units have a possibility of shortening time-limits of placing offers in tendering procedures;
- taking into account that awarding units on the market of transport services may act within capital groups and implementing normalization included in the union directives, a possibility of giving (within the capital group of the awarding unit) orders for transport services without the application of the act regulations.

The public procurement law concerning transport services undergoes constant changes and succeeding amendments to the act in force are prepared. It is connected to a high degree with aim of further improvement and acceleration of tendering procedures. Although such changes cause some destabilization of the legal system and the lack of certainty of the law in force, they introduce procedural progress encouraging the growth of value of the public procurement market and the number of giving public order in the transport sector. It shows that the mechanisms of functioning of the public procurement market work and the importance of the market in economic life grows, the more so as with changes of the law concerning public procurement the catalogue of organs obliged to apply it is getting wider and wider. It especially concerns subjects of public law. The public procurement market of the transport sector grows. Functioning of economic subjects directed at filling public orders gets more and more profitable. In the situation of the economic crisis units of the public sector are seen as an especially desired partner; practically they guarantee their solvency.

The demand for public procurement in the process of using transport services in market economy results from the requirements of finding suitable suppliers to meet the needs connected with spending public funds. They are to serve not only rational using of public resources, but also encourage the choice of such operators who contribute to the increase of developmental possibilities transport services.

6. EMPIRICAL RESULTS

6.1. Presentation of the sample represented by transport and storage companies

The transport and storage companies represent in a sample were situated in regions of different development potential, the most actively participated in this research companies located on the area of the voivodships with average level of development (malopolskie, lubuskie, kujawsko-pomorskie, lodzkie, zachodnio-pomorskie, pomorskie) as well as voivodships with high level of development (dolnoslaskie, wielkopolskie, slaskie, mazowieckie) – there were ca 40% for each of them, but a bit more in case of region of an average development level. From the point of the value of the revenue, the companies are relatively evenly spread in the sample, but it is worth paying attention to ca 20% participation of firms with revenue range 0.4 – 1.4 mln Euro and 2.7 – 8.2 mln Euro.

Concerning other firms' characteristics, the following tables present empirical distribution of the sample regarding firms' size, foreign capital share, legal form, and the year the company was set up. In the sample there were companies of different size, there were 38% companies of a small size .

Table 2. The size of the companies represented in the sample

Size of enterprises		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	micro	29	26.9	27.4	27.4
	small	41	38.0	38.7	66.0
	medium	25	23.1	23.6	89.6
	large	11	10.2	10.4	100.0
	Total	106	98.1	100.0	
Missing	Missing	2	1.9		
Total		108	100.0		

Source: Own calculations based on the results obtained from the empirical research.

Companies present in the sample were mainly domestic, as much as 93.5%. Only 1.9% of companies were with 100% foreign capital share, the following 0.9% with the majority of foreign capital share.

Table 3. Companies with foreign capital share

Capital structure		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	100% national capital share	101	93.5	93.5	93.5
	The majority of national capital	4	3.7	3.7	97.2
	The majority of foreign capital share	1	0.9	0.9	98.1
	100% foreign capital share	2	1.9	1.9	100.0
Total		108	100.0	100.0	

Source: Own calculations based on the results obtained from the empirical research.

From the point of view of the legal form dominated limited liability companies (ca 43%) and sole proprietorship (27.8%). The following 11.1% constitute civil partnership.

Table 4. Legal form of researched companies

Legal form		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Sole proprietorship	30	27.8	28.3	28.3
	Civil partnership	12	11.1	11.3	39.6
	Limited liability company	46	42.6	43.4	83.0
	Joint stock company	7	6.5	6.6	89.6
	Other legal form	11	10.2	10.4	100.0
	Total	106	98.1	100.0	
Missing	Missing	2	1.9		
Total		108	100.0		

Source: Own calculations based on the results obtained from the empirical research.

The majority of the researched companies started their functioning after the year 1989 (almost 80%) including almost 3% already after Poland's accession to the EU.

Table 5 – The year the company was set up

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Before 1989	20	18.5	18.5	18.5
	1989–	56	51.9	51.9	70.4
	–2004	29	26.9	26.9	97.2
	2004–2008	3	2.8	2.8	100.0
Total		108	100.0	100.0	

Source: Own calculations based on the results obtained from the empirical research.

6.2. Market situation of researched transport and storage companies

About 1/3 of the researched companies run both export and import activities, although it is differentiated for companies of different size (micro companies – 31%, small – 29%, medium-sized – 36%, big companies – 45.5%). In case of big companies the same frequency constituted firms that were running both export and import companies as well as these firms that were running neither export nor import activities. However, it is worth emphasizing that almost 40% of the researched firms run transactions only on the domestic market (respectively 37.9% of micro companies, 40% of medium-sized as against 47.4% of small companies, big companies – 9.1%).

The results of conducted empirical research present that almost half of the companies have taken investment activities in order to exchange worn out or obsolete machines or production appliances (46.3%). The second import fact that encouraged companies to invest was to increase productivity by introducing technological and organisational innovations. Considering the size of the companies, big companies supported mainly exchange of worn out machines (63.3%) as was the case in medium companies, here as much as 72% companies indicated this variant. Surprisingly there were no companies that did not incur investment outlays between medium and big companies. Actually only 5.6% of transport and storage companies did not mention investment outlays.

About 80% of all investment incurred by firm were present in machines, technological facilities, tools and means of transport, almost 1/3 were investing in human capital through employee training connected with innovative activity. The first direction was most crucial for big (90.9%) and medium-sized companies (88%), but also small (75.6%) and micro (72.4%) enterprises were mostly interested in investing in machines, technological facilities, tools and means of transport. The latter one was frequently indicated by small companies (46.3%). Research and development was mainly financed by big companies but still this direction was indicated rarely.

In this research entrepreneurs had to state the amount of investment outlays incurred in 2007. As we were expecting the bigger the company was, the more investments it made – 44.8% of micro enterprises designated for investments no more than about 27 thousand euro, in case of small firms it was 36.6% and medium-sized 28%, but the percent of small firms (29.3%) incurring outlays from 27 to 140 thousand euro was bigger than in case of micro firms (24.1%). As for medium-sized companies, the value of investments reached the amount from 140 thousand to 275 thousand euro in the biggest number of companies, which constitutes 36%.

Generally almost 60% of companies spent from 27 thousand to 2.7 mln euro on investment activities. Investments were financed mainly in zloty, just one company declared financing with credit in foreign currency. Companies mainly

finance their investment activities with their own financial resources, as much as 75%. However in case of transport and storage companies also quite popular form of financing are leasing and credits in zloty, these two possibilities were indicated nearly by the same number of companies as these that have chosen their own financing, in the first case 79 companies, and in second one 81.

6.3. Transport companies on the public procurement market

The broad analysis of the presented sample proves that the situation on the public procurement market is worsening regarding presence of transport companies. The results obtained for 2007 are much worse than that for the last three years. It means that almost 8% less companies took part in proceedings in 2007 compared to the last three years. One of the explanations may have its roots in the economic crises and overall worsening of economic situation in the country.

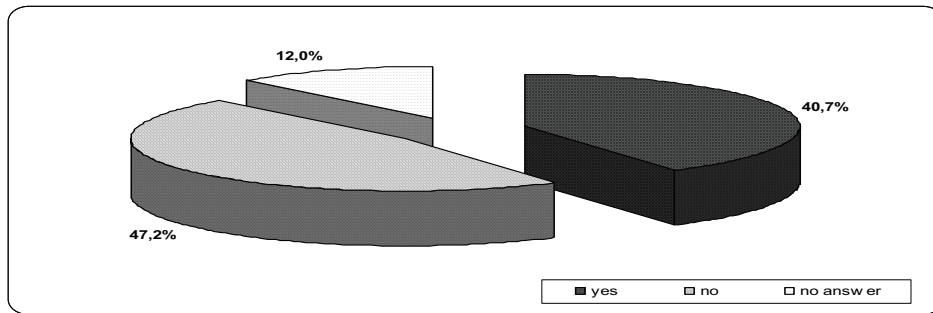


Diagram 2. Presence of transport companies in public procurement market in 2007
Source: Own calculations based on the results obtained from the empirical research

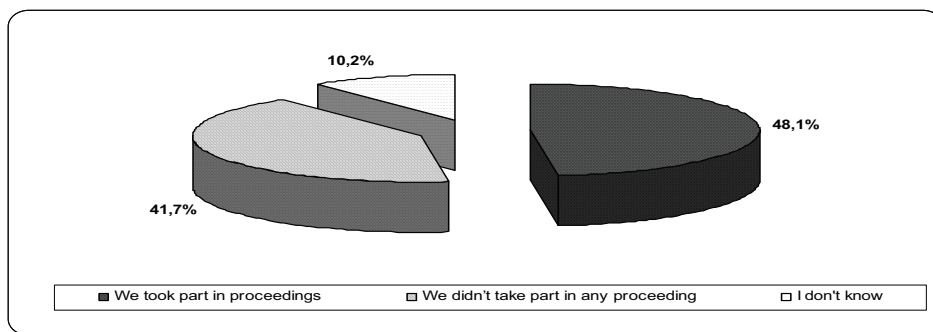


Diagram 3. Number of proceedings your company took part in 2007
Source: Own calculations based on the results obtained from the empirical research.

Similar trends are shown in the following diagrams, where the number of proceedings that the company took part in is analyzed. Also here the results obtained are much better for the last three years than for the year 2007. On one side much more companies took part in less than 6 proceedings but on the other side in 2007 only 13% applied in more that 6 and less that 10 proceedings against 22% in the last three years.

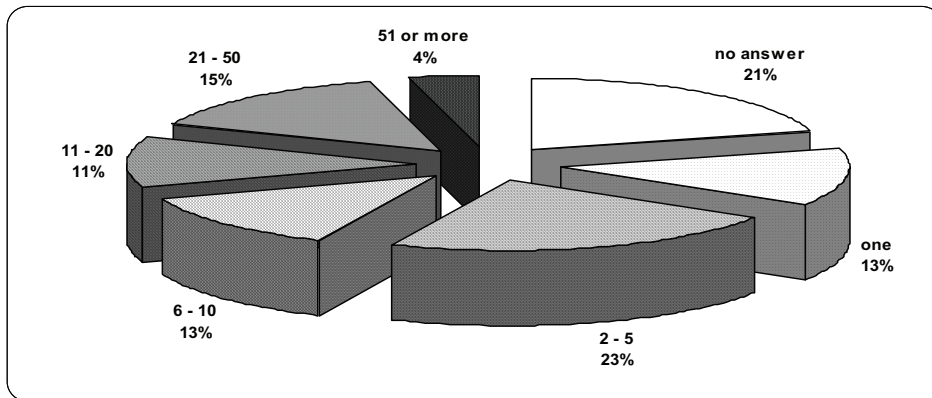


Diagram 4. Number of proceedings your company took part in 2007

Source: Own calculations based on the results obtained from the empirical research.

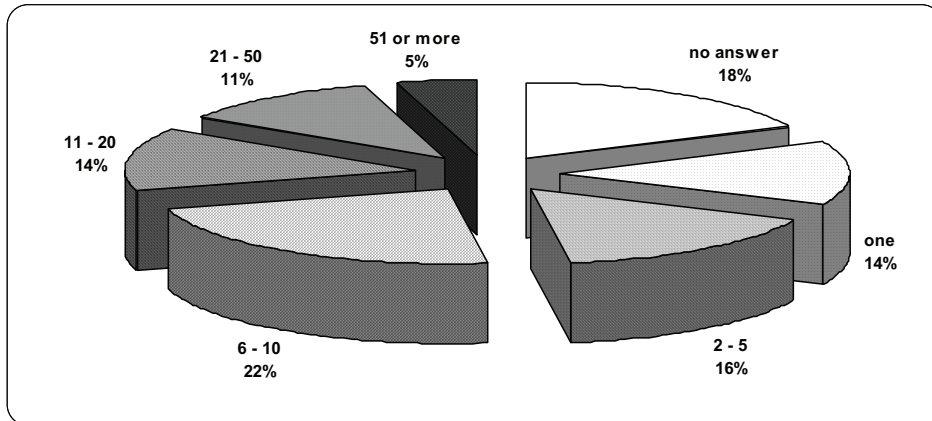


Diagram 5. Number of proceedings your company took part in the last 3 years

Source: Own calculations based on the results obtained from the empirical research.

Table 2 analyze the interrelation between public procurement and investment outlays. Here the results are not so evident. We can assume that there is a relation between presence on public procurement market and investment outlays. In majority of the cases these companies that were incurring investment outlays were active also on the public procurement market with the exception to these companies that we investing in ready made technology. Companies that indicated the variant no investment much more often did not participate in public procurement market.

Table 2. Public procurement and investment outlays

Did your company take part in proceedings for awarding public contracts in year 2007?		Type of investment							
		research and development activity	purchase of ready made technology in the form of documentation and rights	machines, technical appliances, tools and means of transport	buildings and constructions	employee training connected with innovative activity	marketing regarding new and modernized products	no investment	
We took part in proceedings	N	4	2	43	14	18	6	2	
	%	66,67%	28,57%	54,43%	58,33%	64,29%	60,00%	40,00%	
	We didn't take part in any proceeding	N	2	5	36	10	10	4	3
		%	33,33%	71,43%	45,57%	41,67%	35,71%	40,00%	60,00%
Total		6	7	79	24	28	10	5	

Source: Own calculations based on the results obtained from the empirical research.

7. CONCLUSIONS

The public procurement law concerning transport services undergoes constant changes and succeeding amendments to the act in force are prepared. It is connected to a high degree with aim of further improvement and acceleration of tendering procedures. Although such changes cause some destabilization of the legal system and the lack of certainty of the law in force, they introduce procedural progress encouraging the growth of value of the public procurement market and the number of giving public order in the transport sector.

In the empirical research these quantitative variables that were taken into account:

- legal status,
- employment rate,
- capital share,
- the average annual income.

The evidence of empirical analysis proves that there is no correlation between mentioned variables in sense of statistical significance. However, the strongest relation is between participation in proceedings and legal status as well as average annual income of a company in question.

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**PRZEDSIĘBIORSTWA TRANSPORTOWE NA RYNKU ZAMÓWIEŃ PUBLICZNYCH
NA PRZYKŁADZIE POLSKI**

Celem niniejszego opracowania jest analiza następujących pytań badawczych:

- Jaki jest potencjał rynkowy sektora transport i gospodarka magazynowa w Polsce w oparciu o dane statystyczne?
- Jaką rolę w i znaczenie odgrywają przedsiębiorstwa transportowe i gospodarki magazynowej na rynku zamówień publicznych?
- Jaka jest aktywność przedsiębiorstw transportowych i gospodarki magazynowej w działalności inwestycyjnej?

Przeprowadzone studia literaturowe oraz badania pozwolą scharakteryzować rynek zamówień publicznych w Polsce, oraz ocenią aktywność przedsiębiorstw transportowych i gospodarki magazynowej na tym rynku.

Słowa kluczowe: przedsiębiorstwa transportowe i gospodarki magazynowej, zamówienia publiczne, nakłady inwestycyjne