



L-R: Waldemar Farafontow, A&W Trailers Ltd, Seamus Doran, Local Enterprise Office Carlow & Adam Niklewicz, A&W Trailers Ltd



FROM FENAGH TO THE LAND DOWN UNDER

Waldemar Farafontow & Adam Niklewicz arrived in Ireland in 2005 from their native Poland, initially seeking employment on construction sites and slowly transitioning across to engineering jobs and steel work.

As the years passed by a hunger grew within them to start their own business manufacturing trailers for the Agri Sector and the Construction Industry. Their goal was to develop trailers unique to the Irish market.

Waldemar and his business partner Adam were both acutely aware of the high spec and standard of trailers within the Irish Agri market. As Waldemar explains it if they were to start a business:

“we wanted to manufacture a sleek; well-shaped design with a European feel, and to do something completely different”.

It took Waldemar & Adam over 4 months to design their multi-function trailer. The unique build allows this multi-function unit to be used as a low-loader, bale trailer or a livestock trailer. Each unit can be built and tailored to the individual customer's needs.

During the 2017 National Ploughing Championships they proudly unveiled their '3in1' trailer. The business was just in its second full year of operation, having commenced operation from their Fenagh base in County Carlow in 2015.

By March 2021 A&W Trailers had successfully secured a client base in Australia, being commissioned by a large contractor who utilises the A&W Trailers to haul grain, silage and maize. Their 26ft trailer designs now regularly undertake a 17,300km voyage to the land down under. They currently have an Irish agent who also oversees the Australian market and they also have a UK agent.

As both Waldemar & Adam explain:

“A&W Trailers were found online and they got in touch directly with our Irish Agent. It shows how possible it is for an Irish business situated in County Carlow to be able to export on the global market”.

A&W Trailers have a clear vision for the company's growth, based on purchasing their own premises in County Carlow and purchasing an additional CNC Plasma Press Plate machine. This would allow them to significantly increase output and to expand further into the overseas markets.

Waldemar & Adam would also like to increase employment numbers. Both Waldemar and Adam are currently responsible for a variety of tasks in the business. An increased team and the purchase of additional machinery would allow them to focus on achieving their growth potential and to assign operational tasks to other team members.

Throughout their journey they have sought the support of the Local Enterprise Office, availing of advice on financial matters and general business mentoring. They also received a Priming Grant in 2017 and a Business expansion Grant in 2020 from Local Enterprise Office Carlow.

According to Waldemar “thanks to the supports received from the Local Enterprise Office in Carlow, we were able to purchase two machines which are crucial in our daily production”.

He adds “the advice that we received helped us to receive top mark reviews for our products. We appreciate the fact that the Local Enterprise Office Carlow is always there when we need help”.

Waldemar & Adam say that their:

“business is improving and growing thanks to the help of the LEO, we are feeling more secure and looked after”.