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## Weaving machines for lightweight, broad low-pile carpets

Trends in the carpet industry are changing faster than ever before: Carpets have become a fashion item and are used for just a few years. TV and magazines on interior decoration now have an impact on what consumers buy. This means carpet producers need a carpet-weaving system that is flexible and can keep up with the trends – like the Stäubli Alpha 500. One of the latest trends is towards low-density velour carpets, carpets with very low pile. Traditional velour looms can weave very fine high-density carpets but only at rather low productivity levels, thus these carpets are too expensive for the consumer who just wants to follow the latest trends.

### Features for very low pile

The Alpha 500 Universal weaving systems enable the weaving of carpets with a pile height of 3 mm (the 4 m wide model) and 4 mm (the 5 m wide model). Weaving carpets with such low pile heights requires lancets in order to preclude the problem of tight pile threads pulling the top and bottom carpet together. Stäubli offers 6-mm lancets, allowing pile heights – before shearing – of less than 3 mm. Such lancets can only be used on a 2-rapier loom.

### Binding technologies for a 'used' look and easy folding

By having some of the dead pile threads float between the pile, the pile height appears to be even lower, and the carpet back is made softer as well. The full 3-position Jacquard machine on Alpha allows the designer to vary the length of the pile floats to create a 'used look'.

A standard Rep 2/2 ground-weave

structure normally produces a rather stiff backing fabric. With the 2688 electronic rotary dobby on Alpha, much more flexible ground-weave structures can be used. These structures in combination with cotton wefts make the carpets very soft and easy to fold.

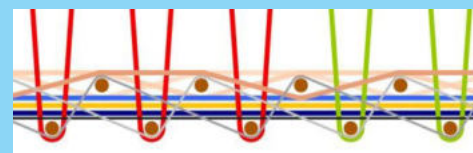
### Light carpets - Alpha offers decisive features for an economical production

Traditionally, velour carpets are woven with very fine silk or viscose yarn, but the Alpha 500 series allow weaving also with thicker – and thus cheaper – yarn of any material. A reed density of 400–480 pile points per metre can be chosen to meet the trend of low-density, lightweight, foldable carpets. This low density, combined with a much lower weft density, results in higher production capacity, especially when one also takes the significantly higher weaving width of Alpha into consideration.

And the flexibility of the machine guarantees that the cost advantages will remain intact: If interior design fashions change again next year, the same weaving machine can be used to weave traditional carpets with pile heights of up to 13 mm and more.



Low-pile carpet with 'floating' dead pile threads



Special ground-weave structure for an extra flexible backing fabric (patented)

## IT'S TIME TO VISIT GAZIANTEP COMBINE BUSINESS WITH PLEASURE

### Dear Sector Professional,

Countdown has started for 24 - 27 April "DOMOTEX Turkey" 2018 which will be organized at Gaziantep, Middle East Exhibition Center. The 5th machinery carpet and floor coverings exhibition will take place in the heart of carpet; Gaziantep, promises to offer everything at one stop! Register Online not to miss out the magic world of Gaziantep while keeping up with the latest innovations and trends in the sector and making close business connections!

### CULTURE CENTER

Visiting Zeugma Ancient City and Museum, Gaziantep Cultural Center which is the largest restoration of Turkey's at single building scale, historical Bey Neighborhood, St. Bedros Church put into service as "Ömer Ersoy Culture Center", Gaziantep Culinary Arts Center, Historical Antep Houses, hidden paradise Halfeti, boat trips and Rumkale.

Do not postpone discovering this bright city and seeing a civilization heritage like Zeugma in the flesh.

### CITY OF MUSEUMS GAZIANTEP

Among the most unique works of art of the historical and cultural heritage are Zeugma Museum, the world's biggest mosaic museum complex exhibiting 550 sqm mosaic, 120 sqm frescoes and sculptures and 1752 works about the chronology of the Gaziantep area; Bayazhan City Museum which provides the visitors with the opportunity to know about Gaziantep's culture in detail by experiencing, seeing and feeling, and presenting short introductory films

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# Come and see an overview of the Van de Wiele innovations at the ITM 2018

Van de Wiele is proud to present as a world's first the 3 meter execution of the Velvet Smart Innovator VSi for plain and jacquard velvets. The main specs of the machine include parallel reed motion, reinforced cross members, single beams over the full width and up to 24 servo driven smart frames. The VSi "345"-type is now available for plain velvets as well as jacquard velvets including light viscose carpets and prayer rugs.



Figure 1: VSi22 Velvet Smart Innovator for weaving plain velvet on 3 meters width

The new showpiece in **carpet weaving** is the "HCiX2" in reed 1500 dents per meter, 8 colour frames (1500/8). This high density carpet weaving machine, available in 3 and 4 meters width, is able to weave carpets with up to 5 million points per square meter, creating niche high end products. The same machine is able to weave carpets in reed 750 dents per meter, with 16 colour frames.

The HCiX2 is perfectly suited for picture weaving: instead of the traditional labor-intensive designing of woven carpet, a photo-realistic picture is processed in real time and converted to a design that fits the weaving machine. The HCiX2 is also available in the common configurations 1200/8, 1000/10, 1000/8...

an important development for the **Cobble** tufting machines is the Individual Pile Delivery (IPD) on Colortec, giving a better pile surface of the tufted carpet, resulting in less yarn consumption.

The Colortec, in combination with the in-house developed software TuftLink, is able to produce carpet with multiple density and color gradients. Also, it is perfectly suitable for imitation hand-tuft qualities up to 4.2 kg/m<sup>2</sup>, even with combinations of different yarns.

With the Myriad, designs of 240 m<sup>2</sup> without repeat are possible for wall-to-wall side matching. The Myriad is available up to 1/12" gauge and can be equipped with double sliding needlebar. All Cobble tufting machines are available up to 5 meters width.

**BONAS**, trendsetter in jacquard weaving, is evidently present at ITM Istanbul. The Si range, known as trailblazer in jacquard weaving due to the most compact design, lightweight, low energy consumption and high efficiency is now available **up to 31.104 hooks** in a single jacquard machine.

The Ji range, already nested in many countries worldwide, is the ideal jacquard technology for the Turkish market. Based on the micro-selection technology and enriched with a state-of-the-art, maintenance-free drive mechanism with integrated dwell, the Ji is the reference for double width weaving. Superior technology at the best price.

The Linux based **BONAS** Ci controller and software offers solutions for every weaving application. Use of icons on a 10.4" touch screen is user friendly, self-learning and makes operation very

easy and self-evident. The Ci controller is Industry 4.0 compliant and therefore ready for the future.

To improve the service to the important Turkish market, **BONAS** sales and service is now included in the Van de Wiele office in Istanbul. You will find the contact details on the new **BONAS** website, also available in Turkish at [www.bonas.be/tr](http://www.bonas.be/tr).

With more than 150 TVP3 lines to heat-set carpet yarn and over 60 LV3 lines for Acrylic running in Turkey, **SUPERBA** have established themselves as the benchmark in terms of quality for carpet yarn processing for all types of yarns (PET, PP, PA, PAN, Wool & blends).

Recent developments have focused on Space-dyeing with the latest version of the MCD/3 machine capable to handle a layer of 72 ends with exclusive dyeing



Figure 3: Ji jacquard with 2.688 hooks on top of a rapier loom weaving designs on double width in 8 repeats



Figure 4: High capacity Si jacquard with 31.104 hooks

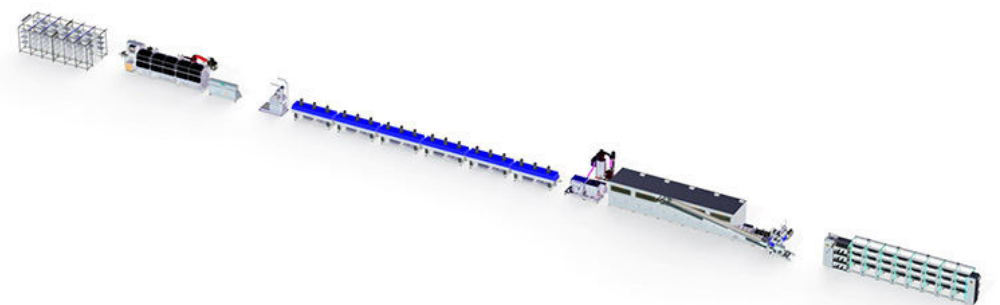


Figure 5: High capacity DL/5 fixation line for heatsetting and (space or solid) dyeing of acrylic yarns



Figure 2: Sample tufted on Colortec with a combination of standard acrylic yarn (white) and fancy polyester (black)

**SUPERBA**, world leader in heat-setting and space-dyeing for carpet yarn, and member of the VANDEWIELE family of companies, is well established in Turkey with their agent SAMOTEKS in Istanbul, a permanent team of technicians in the field, and BILGE, their partner in Gaziantep, acting as the official distributor for spare parts with a large inventory immediately available.

effects such as the bi-color printing or the tone-on-tone effect. The MCD/3 can space-dye with up to 6 colors, polyester or polyamide in combination with the TVP3 heatsetting line, but also acrylic fibers with the new high capacity DL/5 fixation line. The synergy and co-working with VANDEWIELE weaving or tufting machines offers now to the customers the possibility of new creations with a very efficient time-to-market.




# Domotex Turkey 2018

**Turkish Domotex  
Exhibition**

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**Sorena Carpet**

 **24-27 April 2018**

 **Turkey, Gaziantep**  
Booth No: C220, HALL 2



[www.sorenacarpet.com](http://www.sorenacarpet.com)

**DOMOTEX  
TURKEY**

## Fuar alanının alt yapısı, bir fuarın en önemli noktası

**M**ehdi Jahani ve ekibinin organize ettiği tahrandaki itm özel gala gecesinde fırsat bulup itm müdürü Necip göney ile röportaj yaptık. bu görüşmede necip beye itm ve iran pazarı ile ilgili bazı sorular sorduk. necip kendi düşüncelerini bu konular ile ilgili söyleyerek önemli nokta fuar konusunda öncelikle devlet elinden bir kurtulmak ve fuarcılığı özelleştirmek lazım ünvan etti. bu röportajın tamamını aşağıdan okuya bilirsiniz.

### Dünyaçapında tecrübeli bir fuarcı olarak, bu sektördeki başarınızın sebepleri nelerdir?

Biz şu anda sadece ve sadece tekstil makinelerin fuarını yapıyoruz, zaten bu sektöre yaklaşık 30 yıl önce tekstil yayıncılık ve fuarcılığıyla başladım. Tekstil makine ve teknik tekstil fuarı dışında başka hiçbir fuar faaliyetim yok. Dolayısıyla bildiğimiz bir sektör, bu sektörde ve bu sektörün yayıncılığıyla birlikte bildiğimce en iyi. Siz de yayıncısınız bilirsiniz siz de eski yayıncısınız. On senedir bu sektöresiniz sanırım.

benim de 30. Yılım bu yıl, haziran ayında 30. Yılımı kutlayacağım. Türkiyede butik iş yapanlara ismarlama gömlekçi derler. biz şimdi sadece bu fuarı yapıyoruz. Sektör tabiki diğer sektörlerle göre çok farklı ama bir inşaat fuarı ya da ısıtma soğutma doğalgaz fuarıyla bu sektörü bir tutamazsınız çünkü bu sektörü bilmek gerekiyor. Aslında sektörün biraz da içinden de gelmek gerekiyor ve ihtisas fuarcılığında biraz alt yapınızın olması da gerekiyor ki bizdeki başarı da sektörü bilmekle beraber birazcık da yayıncılığımızdan gelen bilgiden dolayı teknik bilgilere de sahip olduğumuzdan kaynaklanıyor. Aslında bu bizi bir adım daha öne itiyor. Şimdi bizde, konularına göre fuarda salon salon iplik makineleri, dokuma, örme, terbiye ve dijital. Şimdi dijital büyüdü, iki salon oldu ki dijital bu sene ilk defa iki salona çıktı. Yani dünyada dijitalle ilgili aklınıza gelen tüm markalar var. Örneğin tekstil dijital baskının tüm markaları hepsi şuanda bizim fuar da var.

### Peki Türkiyenin dijital sektöründen de üretici var mı? Başka hangi makineler yapılıyor?

Malesef Türkiyeden dijital baskı makinesiyle ilgili bir üretim yok. Bizim türkiyedeki üretimde ağırlıkta boya makinesi, iplik aktarma makineleri ve yedek parçaları var ama malumunuz üzere dokuma makinesi bugün italya almanya diğer taraftan belçikanın pica iternadırı vesaire var.

Türkiyenin yaptığı makineler inşallah gelecekte sunulacaktır. Türkiyenin yaptığı makineler boya makineleri, boya terbiyeli ve ram makineleridir. Yalnız dijitalle ilgili değil de baskıyla ilgili bir tane müşteri-

imiz şu anda türkiyede ilk duru rotasyon baskı makinesini yaptı. Makina şu anda ilk defa türkiyede bizimle İTM'de olacak. Bu açıdan biz aslında İTM'yi bir çok firmanın ilk lansmanını yapacağı bir yer olarak adlandırıyoruz. İlk defa çıkarmış olduğu bu makinanın lansmanı da bizimle birlikte ilk defa Türkiye de yapıcak.

Demek istediğim sizin sorduğunuz başarı sorusunun cevabı sadece bu fuar ile uğraştığımızdan kaynaklanıyor. Kısa ve öz söylemem gerekirse, biz bu fuara masamızda otuz fuardan sadece bir tanesi olarak zaman ayırmıyoruz. Her gün bunununla uğraşyoruz. Otuz da bir oranında bakmıyoruz biz bu fuara.

### İran fuar yöneticilerine tavsiyeleriniz nedir? Başarılı olmak için ne yapmalılar?

Her şey tabiki fuar alanıyla başlıyor yani fuar alanının yapısıyla alakalı. Alt yapının iyi olması gerekir. Yani salonlardan tutun, tüm temizliğine varana kadar. Dışardaki lavabolar vesaire bunların hepsi fuarı tamamlayan unsurlar. Diğer taraftan herşeyden önce fuarın bir katılımcı tarafı var bir de ziyaretçi tarafı var. Ne kadar katılımcıları getirmek önemliyse ziyaretçiler ondan daha daha önemlidirler.

### Bizim bazı sıkıntılarımız dış ilişkilerden dolayı oluşuyor ve de devlet tarafından.

Açıkçası devletin bürokrasisi de önemli bu işte. Mesela bizde Türkiye fuarcılık meclisi var. Ben Türkiye fuarcılık meclisinde de şu anda başkan yardımcılığı yapıyorum. Burada devletin de fuarcılığı nasıl gördüğüyle de alakalı. Mesela buradaki fuar alanına baktığımda diğer taraftan şah zamanında yapılmış bir fuarın şimdi ki haline baktığımda, o fuar çok küçük ve yetmiyor. Burası aslında gelişime açık. türkiye de iran gibi seksen beş milyon genç nüfusu var diğer taraftan pakistandır afganistandır bu coğrafyadaki bu nüfusa hizmet veren bir ülke burası o yüzden bir kere devlet de bu işte müteşebbis. Bu işi yapan fuarcı ile iç içe olmak zorunda.

Yani şimdi her fuarın bir turizm ayağı da var sonuçta, fuarın turizme, otellere ciddi bir



Necip Güney; Teknik Fuarcılık Yönetim Kurulu Başkanı

katkısı var o yüzden fuar zamanında el ele olmak zorundalar.

Bugün avrupaya baktığın zaman almanyanın yıllık fuar geliri beş milyar euro. O yüzden bu işin gelişmesi için bence birazcık daha bu konuda sivillere yetki çıkarması lazım. Devlet şimdi fuarcı olamaz yani. Eskiden fuar alanında devlet yapardı fuarları ama olmaz. Sorun orada zaten. Fuarcılığı geliştirmek için önce devlet özel sektöre alan vermesi lazım. O zaman bak başarı geliyor mu gelmiyor mu. Devlet tarafından bu işe bakılan düşünce nedir ona bakın. Fuarcılığa baktığınız açı çok önemli. Değerlendirmeniz çok önemli. Ben onu sonradan öğrendim, burdakileri devlet ve bakanlığı yapıyor. Öncelikle oradan bir kurtulmak lazım, onu özelleştirmek lazım bence. Oradan başlar yani.

### İTM'ye en çok İrandan ziyaretçi olarak geliyorlar. Katılımcı çok az bunu artırmak için ne yapmalısınız?

-Şimdi katılımcı sayısı iran üreticisinden çok daha fazla. Mesela en son eylülde iran tekstil fuarına gelmiştim. Makine üzerinde çalışan yedi sekiz iran firması vardı, işte bir tanesi iplik aksesuarı yapandı. Yani çok büyük bir üretici firma yok. Şimdi o firmaların aslında hepsi haberdar oldular ama hepsinin bir türkiyeye geliş korkusu var. Böyle bir endişeleri var. Ama es-

kiden daha fazlaydı üretici. 5 sene içinde sıkıntılardan dolayı yok olup gittiler. yada kapandılar yada başka faaliyet yapıyorlar. Eskiden makina imalatı yapan, yedek parça yapan çok daha fazla firma vardı.

-Yani boya makina, iplik aktarma, iplik makina imalatçısı yok. O yüzden dediğim gibi bizim bir numara ziyaretçilerimiz iran, yakınlığı, kültür benzerliği dolayısından. aslında baktığım zaman yemeklerimiz aynı. bu açıdan yani İran bence tekstildeki eski gücünü devam ettirmek istiyorsa hızlı bir şekilde bir değişim sürecine girmeli. Aslında bu coğrafyanın ve orta doğu coğrafyasının tekstil ve konfeksiyon ihtiyacını karşılayacak bir yer burası ama işte süreç.

### İTM'nin dergilere bakış açısı nedir? Ne özellikler?

-Şimdi, dergiler eskisi gibi görsel medya dijitaline doğru dönmeye başladı. Dünyanın değişimiyle beraber bizim yazılı medya da artık yavaş yavaş dijital doğru dönmeye başladı. Biz tabiki şu anda yaklaşık otuza yakın medyada çalışıyoruz, dünyadaki tekstille ilgili tüm medyalarla işbirliği içerisindeyiz ve olmak zorundayız. Sonuçta medya da reklamlarla yaşıyorlar. Bine

**Röportajın devamı 6. sayfada**



# Turkey's Economy in march

Source: FMConsulting Team

## Economy

### Inflation continues to decelerate

In February 2018, consumer prices in Turkey increased by 0.73% in comparison to the previous month, and by 10.26% over the same month of the previous year (YOY). The highest monthly increase was registered in health (2.57%), followed by food and non-alcoholic beverages (2.24%). The only monthly decrease took place in clothing and footwear (-4.09%). The highest annual increase was in furnishing and household equipment (15.66%). The domestic producer price index (D-PPI) increased by 13.71% YOY, and 2.68% monthly.

### Overview of Monthly Data

Exchange Rates	29/12/2017	31/01/2018	Change in %
TRY per Euro	4.5237	4.6812	3.48%
TRY per USD	3.7787	3.7608	-0.47%

Stock Exchange Index	29/12/2017	31/01/2018	Change in %
BIST 100	115,333.01	119,528.79	3.64%

Inflation in %	Monthly inflation	Annual inflation
Domestic producer prices	0.99	12.14
Consumer prices	1.02	10.35

### 10.4% unemployed in December

In December 2017, 3.3 million people in Turkey aged 15 and older were officially out of work, 581,000 less than in the same month of 2016. The unemployment rate was 10.4% with a 2.3-point decrease YOY. The youth unemployment rate in the 15-24 age bracket decreased to 19.2%. The labour force participation rate rose to 52.4% in total, and to 33.5%

for females. Of those with employment in this period, 55.0% were employed in the services sector, 19.5% in industry, 18.3% in agriculture, and 7.3% in construction.

### Foreign trade deficit soars 108.8% in January

In January 2018, Turkey's exports increased by 10.7%, while imports increased by 38.0%, YOY. With exports increasing to USD 12.5 bn and imports increasing to USD 21.5 bn, the trade deficit soared 108.8%, up to USD 9.1 bn. The high rise in imports was due to the rise in imports of mineral fuels, oils, and gold. In January, the main partner for exports continued to be Germany (USD 1.3 bn),

trailing by the UK (USD 747 mn), Italy (USD 742 mn), and Iraq (USD 639 mn). China was the country most of Turkey's imports came from (USD 2.2 bn), ahead of Russia (USD 2.1 bn), and followed by Germany (USD 1.6 bn) and the USA (USD 1.1 bn).

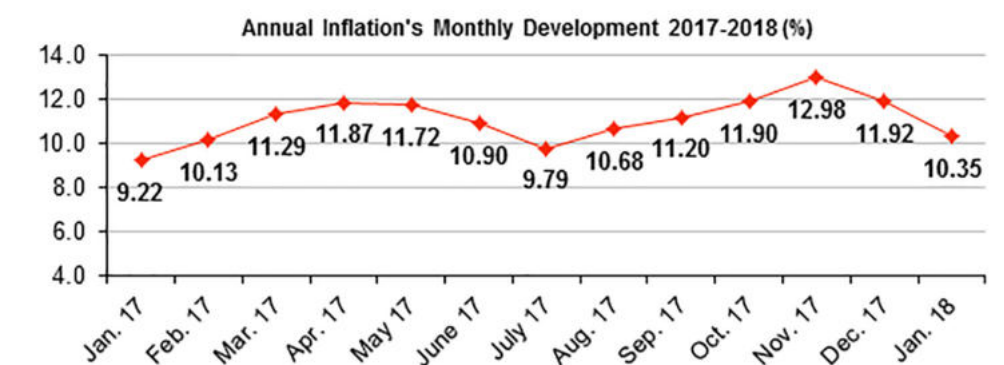
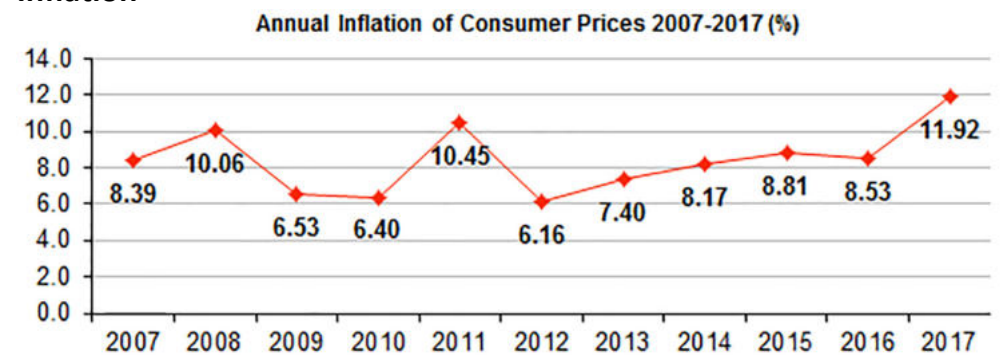
### Central Bank keeps policy rate stable

The Central Bank of the Republic of Turkey has left the overnight lending rate

at 9.25%, the one-week repo rate (policy rate) at 8.0%, and the late liquidity window lending rate at 12.75%. The bank reported that the economic activity maintains its strength, domestic demand keeps improving, and external demand contributes positively to exports. The high inflation and inflation expectations create a risk on pricing behaviour; hence, the bank has decided to maintain its tight monetary policy.

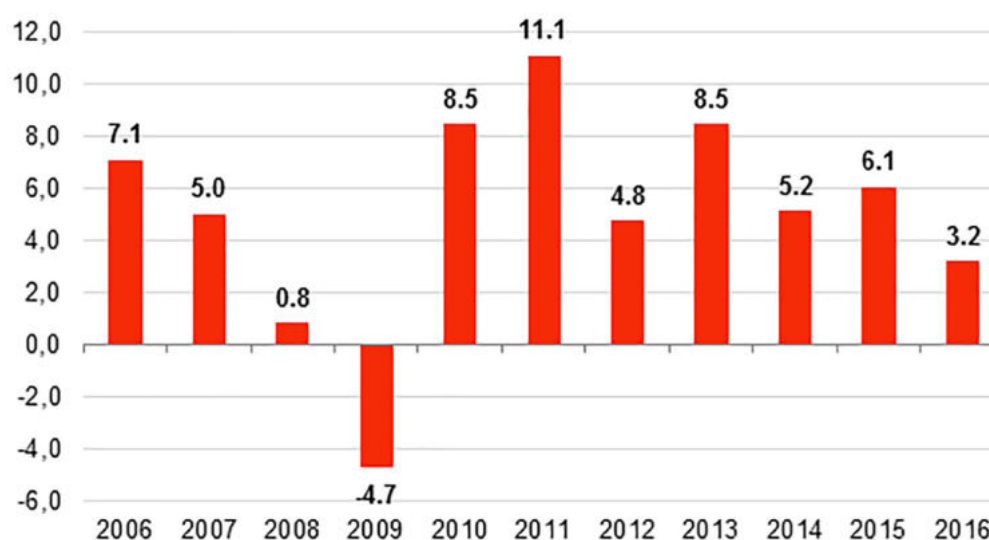
well as an increased risk of an external shock due to the increase in the current account deficit, external debt, political risks and global interest rates. Nevertheless, the agency upgraded Turkey's outlook from "negative" to "stable" thanks to the country's economic and fiscal strength, its large and dynamic economy, and favourable government debt metrics. The report's effect on the capital markets has been limited, as Turkey had already been rated as non-investment grade.

### Inflation



### Growth Rates

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual
2012	6.8	5.0	3.6	4.2	4.8
2013	8.5	9.8	8.9	6.9	8.5
2014	8.7	2.9	3.7	5.9	5.2
2015	3.6	7.2	5.8	7.5	6.1
2016	4.8	4.9	-0.8	4.2	3.2
2017	5.3	5.4	11.1		



### FDI continues to decrease

In 2017, Turkey's current account deficit rose sharply by 42%, to USD 47.1 bn, mainly due to the increase in gold and oil imports. Another negative development has been that the foreign direct investments item, which is the most reliable source for financing the deficit, fell by 19%, down to USD 10.8 bn. On the other hand, the number of newly established foreign capital companies increased by 6.3% in 2017 to reach 5,930, Germany still being the leading country with 287 companies despite a drastic decrease down from 403. The main target sector of FDI was finance and insurance, followed by transportation and warehousing. The manufacturing industry came third with the rubber and plastics industry ranking first among its sub-sectors. The main source of FDI was Europe, followed by the Middle East, and the leading countries were the Netherlands, Spain, and Azerbaijan.

### Moody's cuts Turkey's rating

Moody's has downgraded the Turkish government's credit rating to Ba2 from Ba1. This decision was based on the rationales that the institutional strength has decreased due to the erosion in the effectiveness of monetary policy and delays in structural economic reforms, as

## Politics

### Turkish and German heads of government confer in Germany

At the press conference following the meeting with Turkey's Prime Minister Binali Yildirim in Berlin, German Chancellor Angela Merkel expressed the wish to intensify contacts with the Turkish government even though she sees many obstacles in front of the normalization of relations. The main topics of the talks were the fight against terrorism, the case of Deniz Yücel, a correspondent for the newspaper Die Welt, who had been arrested in Istanbul a year ago on terror propaganda charges, and the refugee situation. One day after the meeting, Mr Yücel was released from jail and left the country.

### Other topics

Turkey's population as of 2017 year-end has been announced as 80.8 million, an increase of 1.24%. The most populated cities are Istanbul with (officially) 15.0 million, Ankara with 5.5 million, and Izmir with 4.3 million inhabitants. The median age of the population has risen to 31.7 years.

Ford Otosan has announced that it



will produce the first domestically manufactured transmission system in the heavy commercial vehicles segment. Following this EUR 50 mn investment, the share of domestic supply in components shall increase to %90 in truck manufacture. Both manual and automatic transmission systems shall be on the market from 2020 on. Ford Otosan, a JV of Ford Motor Company and Koç Group, is the largest automotive manufacturer in Turkey in terms of production capacity.

Turkish Zorlu Holding has signed a strategic agreement with Chinese GSR Capital to establish a battery plant in the city of Manisa with a USD 4.5 bn investment. With a potential capacity of 25,000 MW, the mega battery plant will be capable of supplying batteries

for 500,000 electrical vehicles. The export volume of these high value-added products is expected to be USD 6 bn. The investment shall be started in 2018 and completed in 2023. GSR Capital Co-Chair Jianghua Su pointed out that there are already projects for electrical vehicles and renewable energy in Turkey, and that the country has a good investment climate with its high-quality labour

force, very successful industry chain, and advantageous geographic location.

Japanese pharmaceutical company Astellas has agreed with Turkish Santa Farma on the manufacture of their products sold in Turkey. A USD 3 mn investment shall be carried out for the technology transfer. The first product to



be manufactured shall be a drug for the treatment of urinary system disorders, and the immediate target is for Santa Farma to manufacture 25% of Astellas' products. Mark Dekker, General Manager of Astellas Turkey, stated that they have invested EUR 4 mn for clinical trials in Turkey so far, and that their business has grown by 60% in the last two years.

German insurance giant Allianz has announced plans for establishing a technology centre in Istanbul with a EUR 5 mn investment. The centre, which shall be located on the campus of the Turkish-German University, is to include an accredited earthquake laboratory. Apart from this, Allianz has already moved its operations centre to Izmir with a EUR 27 mn investment. Allianz has been active in Turkey for 30 years, with 2,500 employees and 7 million customers today.

The Turkish Ministry of Transport, Maritime Affairs and Communications has signed a cooperation agreement with US-based ONF (Open Networking Foundation). According to the agreement, new-generation communication technologies generated at ONF shall be tested in Turkey for the first time in the world. The cooperation includes the fieldwork M-CORD infrastructure for the 5G wireless network.

Interview

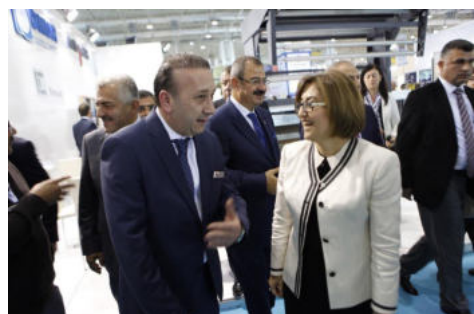
TÜRKÇE

4.sayfadan kalan Röportajın devamı

Yakın katılımcımız var ve müşterilerimizin çoğu sizin müşterileriniz, siz de aldığınız reklamlarla yaşıyorsunuz. Yani fuarcılık sektörüyle yayıncısı birbirinden kopmaz yani birlikte yürümek zorundalar, bu sektörden geldiğim için medyadaki arkadaşlarımızın hepsini önemserim. Çoğunu da tanıyorum ve bizim için bu çok önemli. İranda da siz yavaş gidiyorsunuz ama dijitalle doğru dönmeniz lazım artık. Bugün bunun batıdaki örnekleri çok fazlasıyla var artık herkes dijitalle doğru dönüyor.

**Türkiyenin üreticilerinin İran pazarına girmeleri için bizim gibi özel dergilerle irtibatı nasıl olmalı?**

-Burada şöyle bir sorun var, bu pazara girmek isteyenler bürokrasi engellerinin var olmasından korkuyorlar, ondan dolayı, iş yapmak isteyenler sizleri bir köprü gibi görüp bundan en iyi şekilde faydalanabilirler. İranda iş yapmak isteyen ve oradaki yatırımcı, sanayici, ürün satmak isteyen oradaki esnafın kafasındaki bu sualleri yok etmek için size çok iş düşüyor. Bu açıdan medya ciddi bir köprü gibidir. sizlerde bir



şekilde o adreslere ulaşmalısınız, İranda olan eksiklerinizi ve var olan gücünü anlatmalısınız. Oradanın bürokrasi gibi engellerinin artılarını, eksilerini, zorluklarını, kolaylıklarını sizlerin anlatması lazım. O yüzden siz de dediğim gibi tekstil makina tarafından yayıncılık yapıyorsunuz ama hitab ettiğiniz sektör bugün iplik üreticisi ve havlu üreticileri olmalı. bu açıdan da siz buradaki ve türkiyedeki firmalarla yakın durmanız gerekiyor. firmaların da sizinle irtibatı olması gerekiyor.

Bu köprüyü çok iyi kullanmak lazım. Dolayısıyla bunun değerine değer katmak lazım. Ama biraz da bürokratik engellerin de bir an önce hafiflenmesi gerekiyor. Biliyoruz tamamen kalkması şu anda mümkün değil.

**Sizce iran pazarında potansiyel var mı?**

-Tabiki İranda bence ciddi bir potansiyel var. Son bir ayda burada bir takım karışımlar oldu ki çok kötü duruma düşürdüler sizi. Yani işte malumunuz arap baharıyla başlayan süreçte en son irani karıştırmak istediler ama bunu başarmayacaklar. Ben bunu görüyorum. İran halkı da bence sıkıntı yaşıyor. Ama Bu sıkıntıyı böyle yakıp yıkarak değil farklı tepkilerle savaşmak gerekiyor. Burada da tabiki sonuçta seçim var ve bu durumdaki demokrasi nedir? Sandıktır. Sandıkta gerekeni yapmak gerek diye düşünüyorum. Yakarak da yıkarak da bu işler olmaz.

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# USTER Total Testing Center Concept at ITM 2018

USTER Total Testing Center is already a hit with spinners. Integrated data analysis with USTER® TESTER 6 brings multiple advantages for owners, managers and yarn sellers. The practical benefits delivered by USTER® TESTER 6 range from assured quality control to expert process analysis and optimization of the entire spinning mill with the USTER Total Testing Center. It's no surprise, therefore, that this sixth generation of the renowned USTER® tester has already earned widespread acclaim across every discipline of the yarn manufacturing sector.

In less than three years since its introduction, USTER® TESTER 6 has earned positive feedback from spinning mill quality managers for automatic data analysis and alerting features provided by Assistant Q. Production managers appreciate the facility for connection with other USTER® testing and monitoring instruments to offer detailed guidance on process improvements, integrated throughout all mill operations. At the top level, mill owners report great satisfaction with their investment in USTER® TESTER 6 as a means to boosting staff performance in the drive towards managing the spinning mill with quality in mind. Ultimately, it's a risk-reducing guarantee of success – especially important in a highly-competitive market such as Turkey.

The benefits of the USTER® TESTER 6 are also impressing professionals at the next stage of the yarn business: the traders and sales people tasked with linking yarn production to the paying customers downstream.

At ITM 2018 exhibition in Turkey, the USTER® TESTER 6 will be showcased to all these groups from the yarn business, with USTER specialists ready to present the only evenness tester with numerous deal-making advantages, including the three specific areas highlighted here.

### Pilling prognosis passes the test

Pilling trials carried out manually at the fabric stage consume both time and money – and even then, assessments are based on the subjective views of the operators. But it's different with Assistant Q: he provides objective grading of the yarn, with accurate and instant results. His prognosis relies on data and algorithms developed on thousands of samples. The grades have been proven in blind testing, so yarn sellers can rely on them.

An Indian spinner facing a severe quality claim decided to put the accuracy of predictions by human operators and Assistant Q to the test. The spinner had

complaints about low pilling resistance in knitted fabric made from a Ne30 100% combed cotton ring spun yarn. The mill sent samples of knitted fabrics – made of yarns produced from three different cotton bale laydowns – to an institute, for testing with the pilling box method. At the same time, yarn samples of the same three different cotton mixes were sent to the USTER® laboratories for a blind test. This was a task for Assistant Q, who provides data-based pilling grades as an integral part of the Total Testing Center of USTER® TESTER 6.

The correlation between the pilling resistance grades determined by Assistant Q and those identified with the pilling tests was impressive, capturing the changes in the fiber mix that affected pilling behavior. The accurate and reliable data measured by the different sensors of USTER® TESTER 6 means that Assistant Q always has a significant advantage over human assessors in predicting pilling.

### Fabric appearance forecasting with the USTER Total Testing Center

Since data can be used to forecast how a fabric will behave under friction

stress; could it also be the basis of a fabric appearance analysis? Yes, it is possible to estimate the look of a fabric with the Total Testing Center; in fact it is achieved in a single step when testing the yarn quality parameters with the USTER® TESTER 6.

Eray Aydok, a yarn trader within Biska, considers it essential that seller and buyer are talking about the same standards. So he uses USTER® STATISTICS – when technical data for yarn parameters is required; which are appreciated as the common language of yarn quality. He regards grade information, including a picture of the predicted fabric appearance; as the best tool possible, and a 'language' which can't be misunderstood. "My customers love to see the finished fabric from the yarn they are going to buy right away; without waiting for test results. The fabric appearance grades influence trust positively and instantly. They ensure that the deal is based on mutual understanding," says Aydok.

### The big Qs for weaving performance

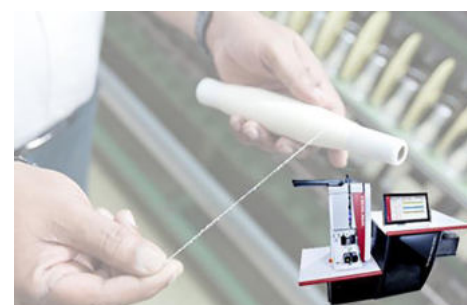
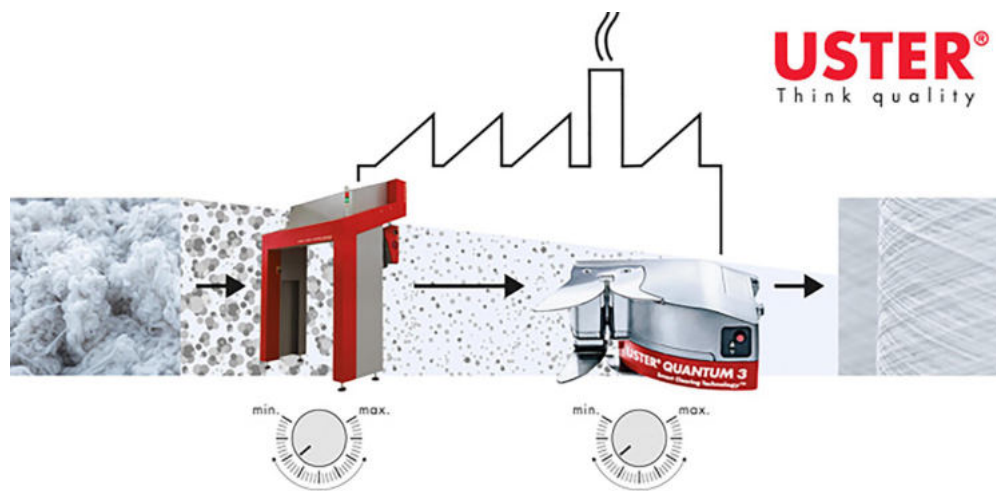
The Total Testing Center has become a unique business tool; transforming

USTER® QUANTUM 3 yarn clearers. This is possible only with the Total Testing Center; as data can be connected to 100% online quality parameters measured with the third-generation USTER® yarn clearers; in the core of the USTER® TESTER 6.

By analyzing test data from the two different sources; weak places can be reliably detected and the weaving behavior of the yarn predicted. The weaving performance grade allows yarn producers to identify batches with a high risk of yarn breaks during weaving. On a scale with one to five Qs (grades); yarn sellers can easily communicate to weavers the expected performance of the yarn in their fabric production. Pilling and fabric appearance grades are visualized in the same way with the Qs.

### USTER Total Testing Center

Pilling, fabric appearance and weaving performance are among the Total Testing Center features; to be highlighted at the USTER booth at ITM 2018 (Hall 3, booth 309B). USTER is excited to present the concept of the USTER Total Testing Center; highlighting to mill owners,



operators, managers, technicians and yarn sellers the specific benefits they can expect. USTER is convinced that the quality and production efficiency assurance; provided with the Total Testing Center is a valuable success factor in a competitive market environment like Turkey.

This advantage can be further driven on the one hand by the advanced alerting system; which simplifies the job of the mill personnel to secure quality; and on the other by a completely new system which allows the management to focus on fast and informed decision-making. For these and many other reasons; we are confident that the industry's appreciation of the USTER® TESTER 6 will surely grow;" says Andreas Tanner, Executive Vice President Sales and Service within Uster Technologies.

data into practical choices for quality yarns and profitable production. A final set of questions needs to be answered by yarn sellers. How satisfied will the weaver be with the performance of the yarn? Will the quality be good enough to meet his production efficiency goals? Weaving performance can be predicted with a combination of strength testing parameters; from USTER® TENSOJET 4 and yarn quality parameters from



# Bursalı tekstilciler gözünü İran pazarına dikti

**B**ursalı çocuk giyimi ve tekstil firmaları büyüyen İran pazarından daha fazla pay almak istiyor. Bu kapsamda yapılan ziyarette Bursalı firmalar yerel alıcılar ile bir araya geldi. Görüşmelerden çıkan tablo olumlu.



Bursalı bebe ve çocuk giyimi üreticileri ile tekstilciler ambargoların sınırlı da olsa kaldırılmasıyla yabancı şirketlerin radarına giren İran'da pazar arıyor. Bursa Ticaret ve Sanayi Odası (btSo) öncülüğünde bebe ve çocuk konfeksiyonu ile tekstil sektörü temsilcisi yaklaşık 130 iş insanı, ekonomi bakanlığı'nın Ur-Ge projeleri kapsamında özel uçakla geldikleri başkent Tahran'da 2 gün boyunca ikili iş görüşmeleri gerçekleştirdi.

Tahran programında bursalı işadamlarının ilk durağı Türk Ticaret Merkezi oldu.

Temmuz ayında faaliyete başlayan Türk Ticaret Merkezi'nin Genel Müdürü Mehmet Ali Erkan, İran'da yakın dönemde yayımlanan tebliğ ile hazır giyim ve konfeksiyonda ithal edilen ürünlerin değer olarak yüzde 20'nin İran'da üretilmesi şartı getirildiği bilgisini verdi. Erkan, dini lider tarafından alınan tebliğin uygulamaya başladığını ve İran'da üretim yapması imkansız olan Amerikan markalarının alışveriş merkezlerinde ki mağazalarına brandalar çekildiğini ve tabelalarının söküldüğünü belirtti. Tebliğin Türk üreticiler için tehditten çok fırsat barındırdığını dile getiren Erkan, "İranlılar Türkiye'yi ve Türkleri çok seviyor. Zayıf oldukları bu sektörde birlikte yol almak niyetindedir. İran'da ithalatın büyük çoğunluğu kaçak yollarla Çin'den geliyor. Çin'i ve Çin mallarını sevmiyorlar. Çin'e karşı büyük bir tepki olduğu için onu engelleyerek Türk ürünleri ile burayı değiştirmenin derdindedir. Türk ürünleri ve Türklere burada çok iyi bir yaklaşım var. Kötü mal Çin'den, iyi mal Türkiye'den alınır diye söyleniyor. Halk nezdinde de çok sevilen bir ülkemiz. Nüfusun yüzde 35'i Azeri kökenli, yüzde 10-15'de Türkmenler eklenince yüzde 55 oranında Türkçe konuşan bir nüfus var. Bu fırsatları değerlendirmek lazım.

Eğer İran her şey normale döner, uluslararası sistemle tam entegre olursa ve biz

hala bekliyoruz olursak ondan sonra bu ülke ile bir şeyler yapmamız zor olacak" diye konuştu.

Şu ana kadar İran'da üretim yapmak için 18 firmanın başvuruda bulunduğunu ve bunun 11'nin Türk firması olduğunu aktaran Erkan, İran'da üretim yapmak isteyenlere gümrük muafiyeti getirildiğini, ayrıca serbest bölgede üretim yapanların iç piyasaya ve diğer ülkelere gümrüksüz satış yapabilmelerini olanak sağlandığını kaydetti.

## İkili görüşmelerde ürün sergileme krizi

Bursalı tekstil ve bebek çocuk giyim üreticilerinin izinler alınarak gerçekleştirmek istedikleri ikili görüşmelere, İranlı yerel üreticilerin şikayeti ile getirilen yasak damga vurdu. Başbakan Yardımcısı Hakan Çavuşoğlu'nun devreye girerek krizi aşılması sanayicilerin yüzünü güldürdü. Yaklaşık 130 üretici bir otelin 2 katında hazırlanan bölümlerinde açtıkları stantlarda İranlı alıcılarla buluştu. Görüşmelere yoğun ilgi vardı. Ülke genelinden 640 firmadan yaklaşık 1.500 alıcı bursalı işadamları ile görüşmelerde bulundu.

Bursa'nın İran'a ihracatı 150 milyon dolar seviyesinde btSo başkan Yardımcısı İsmail Kuş yaptığı değerlendirmede görüşmelerin son derece olumlu geçtiğini söyledi. İran'ın 80 milyonluk nüfusu ile büyük bir pazar olduğunu vurgulayan Kuş, Türk tekstilcileri olarak bu büyük pazardan daha fazla pay almak istediklerini söyledi. Görüşmeler öncesi yaşanan yasak krizine de değinen Kuş, "böyle bir uygulamayı anlamlı yapmak mümkün değil. Çok önceden alınan izinlerimizle buraya geldik. Ama İranlı yerel üreticilerin itirazı ile ürün sergilememiz engellenmek istendi" diye konuştu. Türkiye'nin İran'a 2016 yılında 9 milyar dolarlık ihracat gerçekleştirdiğini belirten Kuş, Bursa'nın ihracatının da 150 milyon dolar

seviyesinde olduğunu bildirdi.

## "sektörümüz deneyim kazandı"

Bebe Çocuk Konfeksiyonu Sanayici ve İşadamları Derneği (beKSİAD) başkanı Halil Atalay, bebe ve çocuk konfeksiyonu sektöründe lider bir şehir olan Bursa'nın İran pazarında var olabileceğine inandığını kaydederek, şöyle konuştu: "Firmalarımız İran'da önemli bir deneyim kazandı ve iş bağlantıları kurdu. İkili iş görüşmelerinin iki ülke arasındaki ticarete daha büyük katkılar sağlayacağına inanıyorum."

## 660 bursalı firma ticaret yapıyor

btSo başkan Yardımcısı İsmail Kuş, İran ile ticaret yapan bursalı firma sayısının ise 660'ın üzerinde olduğunu vurguladı. İş dünyası temsilcilerini alternatif pazarlardaki kabiliyetini artırmayı hedeflediklerini belirten İsmail Kuş, İran pazarının bursalı tekstilciler için avantajlarla dolu olduğunu dile getirdi. Türkiye ile İran'ın benzer özellikler taşıdığını söyleyen İsmail Kuş, "Türk iş adamlarının İran'da iş yapma şansı daha yüksek. İran'da geçmiş dönemlerde ciddi bir ambargo vardı. Şu an İran'da önemli gelişmeler yaşanıyor. İran ile Türkiye arasındaki devletler düzeyinde



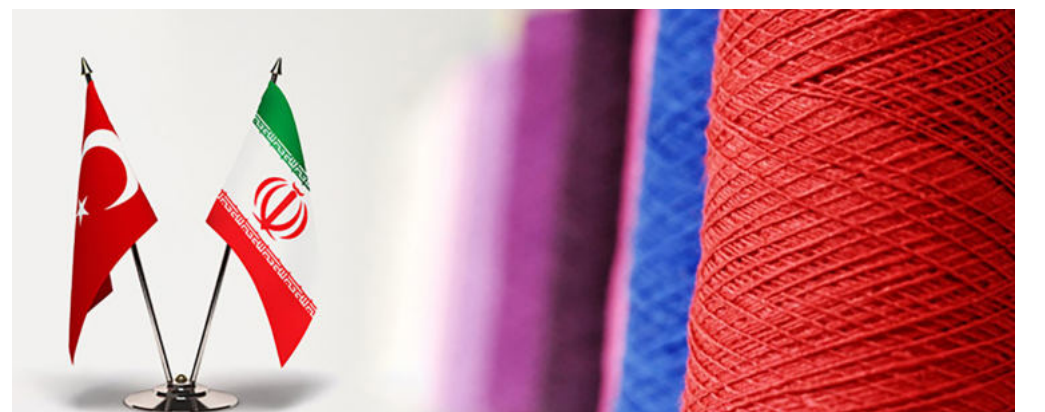
## "Çin'den mal almak istemiyoruz"

İranlı tüccarlar, ucuz Çin mallarının kalitesinden memnun olmadıklarını belirten, Türk tekstil ürünlerine ise övgüler dizdi. İran'da toptancılık yapan firma temsilcisi Abbas Karimpour, satılan ürünlerin büyük bir çoğunluğunun Türk ürünleri olduğunu söyledi. Artık Çin'den mal getirmek istemediklerini belirten Karimpour, ilk tercihlerinin Türk ürünleri olduğunu vurguladı. İranlı firma temsilcisi Kudret Askeryan, 6 yıldır Türk firmalarından ürün aldığını ve hiçbir şikayet almadığını söyledi. Çin, İtalya ve Brezilya gibi ülkelerin de İran pazarında var olmak istediğini, fakat Türkiye'nin kalitesi ile en çok tercih edilen ülkeler arasında olduğunu kaydeden Askeryan, Türkiye ile İran arasında ticaretin daha da gelişeceğine inandığını ifade etti.

yapılan ziyaretler ve atılan ekonomik işbirliği adımları, yeni iş bağlantıları kurmamıza büyük katkı sağlayabilir. İran'da nüfusun yarısına yakınının Türkçe konuşuyor olması da büyük avantaj. Sektörümüzün İran pazarında kalıcı bir oyuncu olması için adımlarımızı sürdüreceğiz" şeklinde konuştu.

## Türk ürünlerine kadın ilgisi

Organizasyona katılan firma temsilcilerinden Sümeyye Aslani ise, "Türk ürünlerine İranlı kadınlar özel ilgi gösteriyor, yeni modellerini ve tasarımlarını yakından takip ediyorlar. İran'da eskiden sadece Türk pantolonları tercih edilirdi. Şimdi ise bebe ve çocuk konfeksiyonu başta olmak üzere tekstil alanındaki birçok ürün tercih ediliyor" dedi.



## Textile World Meets in 3 Great Exhibitions

ITM 2018 International Textile Machinery Exhibition, which will be held between 14-17 April in the present year, will be organized by the partnership between Tüyap and Teknik Fairs Ltd Co. in cooperation with TEMSAD (Textile Machinery and Accessories Industrialists' Association). The 15<sup>th</sup> International Istanbul Yarn Exhibition, HIGHTEX 2018 International Technical Textiles & Nonwoven Exhibition and the 8<sup>th</sup> International Textile Conference will be staged under the same roof.

The ITM 2018 Exhibition, which will transform into a show with the participation of industry professionals, exhibitor companies, press members and guests, will last for four days. Many textile machinery leaders will announce their world launches.

ITM 2018, which is the most important textile technology show of the region, will be attended by many firms from home and abroad and visited by thousands of people. ITM is an organization by which national and international firms make sales of million Euros and many business contacts are established.

### High Performance Products of the Yarn Sector will be Exhibited

By having a directly related scope, the 15<sup>th</sup> International Istanbul Yarn and the ITM 2018 International Textile Machinery Exhibitions, which will be held simultaneously in Tüyap, will bring textile industry and visitors together.

In the globalizing world, the Istanbul Yarn Exhibition, which continues to be

one of the most significant platforms guiding yarn trade, is preparing to offer the latest technological innovations and state-of-the-art products of the leading yarn manufacturers in the world and Turkey to taste of the textile sector. The Yarn Exhibition, which will host sector representatives for four days, will display high-performance and quality products of the major producers of the yarn sector.

The exhibition, which focuses on international marketing activities in order to open the yarn sector to new markets, will offer unmissable commercial opportunities to all professionals who want to keep their fingers on the pulse of the sector and to follow innovations.

### The Greatest Meeting point of the Middle East and Eastern Europe: HIGHTEX

Another exhibition that will be held simultaneously with ITM 2018 is HIGHTEX International Technical Textiles and Nonwoven Exhibition organized by Tüyap and Teknik Fairs Ltd Co.. In addition, HIGHTEX 2018 Exhibition is the first and only exhibition in its field in Turkey.

Nonwoven, technical textiles and smart textiles are among the most crucial markets of the textile sector, which quickly adapts to technological developments. The latest textile products related to these markets will be advertised at the 7<sup>th</sup> HIGHTEX Exhibition held in 2018.

The HIGHTEX Exhibition, which will contain technical textiles and nonwoven raw materials, intermediate and final products, and production technologies, will be the major meeting point of the Middle East and Eastern Europe.

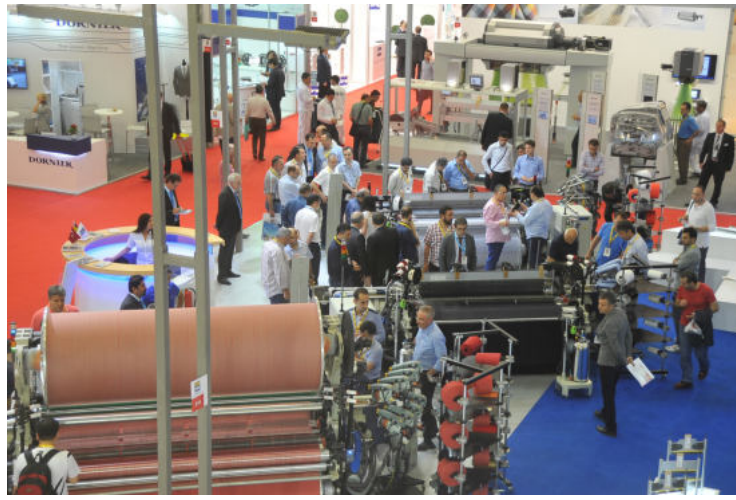
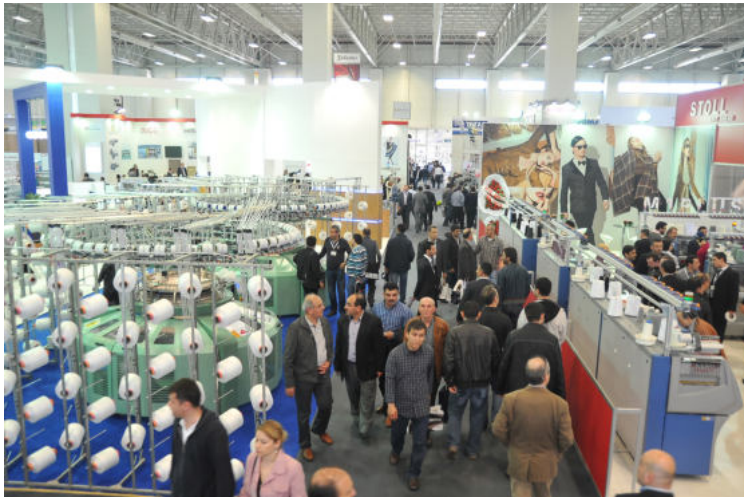
### Academics and experts of the Textile Sector Meet at the ETT 2018 Conference

The 8<sup>th</sup> International Istanbul Textile Conference (ETT 2018) arranged by Marmara University will be held between 14-16 April 2018 at TÜYAP Fair and Congress Center.

The conference, which will be enriched by the presentations of a lot of academicians and sector experts from four corners of the world, will be held simultaneously with ITM 2018, Istanbul Yarn Exhibition and HIGHTEX 2018.

Academics and experts will discuss topics about the textile sector at the ETT 2018 Conference, whose theme is "Current and Future Developments in Innovations and Enterprises in Traditional Textile, Technical Textile and Ready-Made Clothing Areas".

It is hoped that this conference, which will be organized in order to intensify and encourage cooperation, will make significant contributions to the future textile industry.



TÜRKÇE

## Evteks sektöre tazelik ve ferahlık getirecek!

EVTEKS; dünyada üç kıtanın kesiştiği tek ülke olan Türkiye'nin en önemli ticaret şehri İstanbul'da, Uluslararası Atatürk Havalimanı'na 3 dakikalık mesafede bulunan CNR Expo'da, kapılarını 24'üncü kez açmaya hazırlanıyor.

EVTEKS, markaları tasarım, üretim kalitesi ve üretim kapasitesi ile dünyanın 120 ülkesinde son tüketiciye ulaştırılan, tasarım yönü yüksek olan bir fuar.

EVTEKS, her yıl Mayıs ayında buluştuğu dünya ev tekstili sektörünü, 2018 yılından itibaren Nisan ayında bir araya

getirecek. EVTEKS Nisan; doğayı örnek alarak üretilen, özellikle gelecek sezon tasarımları ve dünyada ev tekstili sektöründeki yenilikçi ürünleri ziyaretçilerle buluşturmayı, böylece Türk ev tekstili ürünlerini kullanacak olanların hayatlarına tazelik ve ferahlık gibi farklı bakış açıları getirmeyi amaçlıyor.

EVTEKS, gelecek sezon sunumlarının yer aldığı, Nelly Rodi gibi dünyaca etkin Trendsetter ve analizcilerle tasarım zirvesi şekline dönüştüğü bir fuar olarak, CNR Holding kuruluşu İstanbul Fuarçılık tarafından, 24-28 Nisan 2018 tarihleri arasında ihracatın merkezi CNR Expo Yeşilköy'de düzenleniyor.



### 120 ülkeden, 150 bin profesyonel alıcı bekleniyor

Alanında dünyanın en büyük iki fuarından biri olan 24. İstanbul Uluslararası Ev Tekstili Fuarı (EVTEKS) 24 Nisan'da kapılarını açacak. Fuarda ev tekstili sektöründeki tüm yenilikler ve moda yön

veren trendler, 120 ülkeden, 150 bin profesyonel alıcı ile buluşacak.

CNR olding kuruluşlarından İstanbul Fuarçılık tarafından düzenlenecek olan EVTEKS Fuarı'nda B2B İkili İş Görüşmeleri ve Alım Heyeti Programları da organize edilecek.

160 bin metrekarelik fuar alanında tülenden perde sistemlerine, banyo ürünlerinden uyku ve yatak odası tekstiline, döşemelikten mutfak ve yemek odası tekstiline kadar ev tekstili sektörüne dair her şey, 24-28 Nisan 2018 tarihleri arasında her zamanki adresi CNR Expo Yeşilköy'de sergilenecek.

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# Idéal Fibres & Fabrics Comines (IFFC) receives Textile Industry Award



Idéal Fibres & Fabrics Comines received the Textile Industry Award during the award ceremony of the "Trophées de l'Industrie des Hauts-de-France" (Trophies of the Industries of Hauts-de-France) which is hosted each year by the Société Industrielle du Nord. These trophies reward companies who are selected by trade and pooling associations based on their exemplary performance, innovations and achievements in an area of specialty which is different each year.

ship companies of the industrial trades.

Idéal Fibres & Fabrics Comines' production site has been based in the North since 1993 and manufactures high quality polypropylene and polyamid based textured yarns for applications in the automotive, and commercial and residential building sectors. "We regularly invest in technology on the one hand, and in safety, security and working conditions on the other", says Loïc Derôme, Operations Manager at IFFC. "For the past two years, we have invested around for million euros and, this year, we are

in the on-going process of further developing our manufacturing resources to meet the technical needs of the market and to increase the safety of our site."

"We have selected IFFC because of its significant surface, but also because it is a French company belonging to a Belgian group, who decided to build on France as a country", adds Eric Mezin, Délégué Général UIT Nord. Such attributes as open-mindedness, strong focus on sustainable development and effective communication efforts in view of attracting new talents, including among older,

more experienced people, are but a few of the multiple aspects that accounts for the election of IFFC as an award-winner.

With 185 people working on four plants on the French site, IFFC has created a dynamic work environment where self-initiative and innovation are strongly encouraged.

Loïc Derôme expresses proudness for the company's new position as award-winner of the Textile Industry Trophy, which he expects will increase its visibility in the region and attract even more talents to join his teams.

Wielsbeke, Belgium – April 5, 2018 – Idéal Fibres & Fabrics Comines (IFFC), a subsidiary of the Belgian Beaulieu International Group of companies, announced today that it was awarded the Textile Industry Award, which is one of the Trophies of the Industries of Hauts-de-France. The award ceremony took place on the 29th of March of this year at the Cité des Échanges of Marcq en Baroeul, France. Michiel Leys, Manufacturing Manager for Europe and General Manager of the production site, and Loïc Derôme, Operations Manager at IFFC, attended the ceremony and received the prize in person.



Idéal Fibres & Fabrics Comines (IFFC) receives Textile Industry Award. (Photo: © Beaulieu International Group)



"IFFC people proudly exhibiting their Textile Industry Trophy, all delighted with receiving the award in the scope of the Industry Week of Les Hauts-de-Seine (France) – many thanks to all who made it possible." (Photo: © Beaulieu International Group)

As part of the Industry Week, the ceremony is each year a time of exchange, optimism and encouragement to flag-

## Continued from the first page

about Gaziantep's local handicrafts such as silver-working, copper-working, tinning, hand-printed head scarf making, mother of pearl works, kutnu weaving, rug and carpet weaving, Antep style dowry making, baklava making, food culture, entertainment culture, residence culture and peanut agriculture; Medusa Glass Works Archeology Museum, the first special glass art museum in Turkey, with a collection of around 2000 glass works and around 1000 bronze, silver, gold and earthen works around the Gaziantep Castle; Hasan Süzer Ethnography Museum which exhibits the house life and ethnographic structure of the Antep people strikingly with models; Atatürk Museum and Emine Göğüş Gaziantep Kitchen Museum where the kitchen culture of Gaziantep is described

in detail from Antep cooking materials to kitchen utensils, local foods to beverages and storage of foods and many more.

### FLAVOUR CENTER

Gaziantep has five ancient cities. In addition, the city is included in the gastronomy category of "Creative Cities Network" by UNESCO and its specific registered cuisine is a flavor center. Gaziantep is among the first cities that come to minds when it comes to food.

When you come to Gaziantep, if you wish you may begin your breakfast with Beyran Çorbasi, a local lamb and rice soup, or perhaps a lamb's liver kebab (çağırtlak), or a sweet katmer pastry with ground pistachio nuts and plenty of cream. Be sure to try yuvarlama, a local home-made dish that is often served to guests and always on Bayram (Eid al-Fitr) mornings, dolmat, lahmacun with lots of

vegetables and garlic, and kebabs - according to the season these may be with aubergine, fresh garlic, onions, keme - a type of truffle, or loquats. We are confident you will not find such a tasty Ali Nazik Kebab anywhere other than in Gaziantep. Besides all these dishes, don't leave without trying Antep deserts Baklava and Katmer

Gaziantep is a meatball paradise and the rice in this city is so elaborate as if it came out of the palace kitchen. Drinks unique to Gaziantep also cause a different flavor. Among these, the most important are liquorice syrup, menengiç coffee, okra coffee, violet tea and zahter tea.

### SHOPPING

Handicrafts are highly developed in Gaziantep, so in the old bazaars you can find items inlaid with mother-of-pearl, copper wares, woven kutnu fabric, ties,

shawls, scarves, hand-made pure leather yemeni shoes, slippers, the hand embroidery known as "Antep işi", and hand-made rugs and kilims. In the old bazaars and markets you will find many irresistible goods including: dried peppers, aubergines, squash and gherkins, hot pepper flakes, kuru zahter (a blend of thyme for infusions), kahvaltılık zahter (a thyme-based spice mix for breakfast time), bulgur (cracked wheat), simit (fine cracked wheat), haspir (safflower), local black and yellow raisins, sesame helva, pestil (dried fruit rollups), triangular muska sweets, tatlı sucuk ("sweet sausages" made with nuts and grape jelly) and pistachios. Other delicious foods to take home from Gaziantep are baklava (the kuru or "dry" kind, or yağ with a kind of cream and more syrup), kurabiye - cookies - plain or with pistachios, dolama, şöbiyet, havuç dilimi baklava and the traditional kahke cookies.



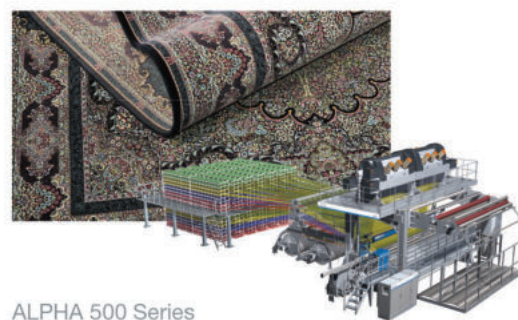


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# The Infrastructure of fair, most important part of fair

**As a globally experienced person, what is key of your success?**

We are only organizing textile machine's fair, I entered in this sector 30 years ago with publishing and fairing it. I don't have any fair activity except textile machine and technical textile fair. So, I know this sector as well, best as I know in this sector and publishing of this sector. You are publisher too and from old ones. You know as well. You have been in this for ten years.

This year is my 30th year. I will celebrate in June. This sector is very particular from the other ones. For example you can't compare textile fair with architecture fair or gas fair because you have to know this sector completely. Actually maybe it's little about coming from this sector and you need to have some background. Our success besides knowing the sector is coming from knowing informations from publishing and technical parts of that. It's moves us ahead. We have this year in our fair spinning machinery, texture, knitting, finishing and digital machines. Digital world got improves. We have two halls for digital and this has been first time for digital. We have all the companies of all descriptions about digital. For example textile digital printing's all companies are in our fair.

**Is there any Turkish digital producer as well? What else machines do they produce?**

Unfortunately there isn't any manufacturing from Turkish producers in digital printing machines. Most we have color machine, distributor machine and spare parts. As you know texture machines are with Germany, Spain and Pica from Belgium.

I hope Turkey's machines will produce in next years. Turkey's machines are color machines, color finishing machines and stenter machines. Now we have a customer who did Duru rotation printing machines for first time. It's Turkish firm. The machine will be in ITM for first time in Turkey. In this respect we are calling ITM a place, that many companies doing their own first launch. This machine's first launch is in ITM with us.

I mean the answer of your success question is coming from that. We are just working in this fair. Textile fair is not just a fair from 30 fairs. Textile fair is only fair that we are working on it. We are working on it everyday.

**What is your advice to Persian supervisors? What do they have to do for being successful?**

Everything is about fairground and starts from that. Fairground is very important. Groundwork and substructure needs to be perfect. From halls to cleanliness. These are complementary factors of a good fair. Fair has a participant and visitor side. Visitors are major.

Our some difficulties are arising from external affairs and polity.

**Actually bureaucracy of government is important. For example we have Turkish fair board.**

I'm doing vice presidency of Turkish fair board now. This is about perspective of government. For example when I see a fair here and compare it with a present look of a fair from Shah times, it's very inadequate. Here is open to develop. Like Iran we have 85 million young people who wants to serve to our countries. So government has to be in touch with fair people.

Expositions are effective on tourism. Every fair is giving contribution to hotels and tourism side of country. So they have to help each other.

Today when you look to Germany, you can see that Germany has 5 billion euro income from fairs. So I think for advancement of this sector they have to give more space to civilian. State can't do the fair job now. State before did fairgrounds but now it can't. That's the problem. For improving the fair, they should give more space to private sectors. Then you see the success. Look at the idea of government in fair. Perspective is very important too. I learned it then. Government and departments doing them here. Have to get rid of this and specialize it. It starts from there.

**Most visitors are Persian in ITM. Participant is less. What should you do to increase it?**

Participant members are more than Persian producers. For example I came last time for textile fair to Iran in September. There was 7-8 machine producer firms. One of them was producer of spinning accessories machine. I mean there is not big producer companies. They all informed but they are scary about coming to Turkey. They have worries. It was more companies before. But they disappeared in 5 years because of their bothers.

Doesn't have color machine, thread distributor machine, spinning machine manufacturer. So as I say our best visitor is Iran. Closeness, similar culture, same foods. From this point if Iran wants to continue old power need to go into a period of a change. Actually it's a place to satisfy the needs of textile and confection of middle east geography.

**What is the ITM's perspective to**



Necip Güney; Teknik Fuarçılık Chairman of the Board

**“** Fair has a participant and visitor side. Visitors are major. Our some difficulties are arising from external affairs and polity. **”**

**journals? What is features?**

Magazines are transforming to visual digital media. With the world transform our media is transforming to digital media. We are working almost in 30 media. We are in good collaboration with all textile media. They are living in media from advertisement. We have close to thousand participant and most of them are your customer. You are living with ad as well. I mean fair sector is not inseparable with publishing. They have to help each other. I came from this sector and I care about my all media friends. In Iran you are progressing slowly but I think you have to be in digital media too. We have good examples in west and everyone is transforming to digital world now.

**How should Turkish firm's contact with us to enter Iran's sector?**

There is a problem here. The one who wants to enter this sector is scaring from

government's bureaucracy. Because of that they have to use you as a bridge. They can benefit you. You have to destroy the question of Person who wants to do business in Iran and investor there, industrialist and the artisan there. Because of that media is a good bridge. You have to reach them and tell your missing and your power. The bureaucracy obstacle of there, good points, difficulty, ease of them... you should tell them all. You are addressing to textile machines sector but you have to address to yarn and towel manufacturers. You have to be in touch with them. They have to give this ability to you too.

Have to use this bridge perfectly. You have to value worth. But bureaucratic issues has to ease bit. We know it's not possible to completely get rid of this.

**Do you think is there potential in the Iranian market?**

I think Iran has a big potential. There was some complications recently in Iran. They put you in a bad situation. You know, they wanted to mix up Iran too but they will not succeed. I can see this. I think Persians are suffering too. But you have to solve with this issues not with burning down. You have to fight with different reactions. We have electoral democracy here. Solution is ballot box. You can't burned it down.

# Innovative Industrie 4.0 Solutions From Oerlikon

The Oerlikon Manmade Fibers segment technology is all about cost-efficient and high-quality manmade fiber production. With innovative Industrie 4.0 solutions, the company is setting new standards with regards to customer benefits. With the Plant Operation Center (POC), for example, manufacturers can maintain a holistic overview of manmade fiber system production – from the polycondensation, the spinning system all the way through to texturing and the downstream further processes. With this, processes can be optimized, production optimally planned and the product quality improved. To this end, the concept is already supporting the rising need for greater flexibility in production processes. The digital future is now!

Global competition within the manmade fiber industry and the changing expectations of consumers with regards to fashion detailing are today increasingly presenting yarn manufacturers with challenges. Special production runs, such as spun-dyed products and special yarn cross-sections, must be flexibly, quickly and efficiently manufactured in small batches; here, the production of standard products must not suffer. Optimum planning of product switch-overs must ensure there is no risk of waste, quality errors or over and under-production.

## Modular system maintains workflow overview

Here, the modular structure of the POC system guarantees customer success. With its more than 20 modules – for example, for quality control, maintenance and production planning and recipe management – the workflow management system can be optimally tailored to customer requirements. More than 250 successfully implemented POC-equipped installations speak for themselves.

The primary focus is on the traceability of all process data in real time and the potential direct reaction to deviations in machine efficiency or product quality. Here, not only can data from the in-house laboratory be directly integrated, but so can – with the corresponding link – the data from the downstream processes such as texturing, for example. Equally, the POC is able to monitor auxiliary systems such as air-conditioning, compressed air provision and the entire polycondensation system (CP).

As a total concept, the POC assumes a major share of the functions provided by a manufacturing execution system (MES), including the link to superordinate ERP systems and to corresponding interfaces for automation systems, such as package handling and storage in the spinning system. To this end, the control of automation systems within the spinning process is part of the concept.

Each individual module provides concrete potential production cost savings.

### 1. Production planning

Production orders are optimally prepared and integrated into the production process, hence ensuring transparent production. With this, the over- and under-producing are avoided – even in the case of small batches.

### 2. Recipe management

Machine settings optimized to the respective product are stored in the recipe management system and transferred to the production system error-free when switching products. As a result, the product quality is guaranteed even in the event of frequent product switch-overs.

### 3. Quality control

The integration of data measured in the laboratory helps ensure high product quality. In addition to 100-percent traceability for each individual product unit (package) throughout the entire manufacturing process, a so-called cyber-physical system also provides fast identification of, and reaction to, potential quality deviations.

### 4. Efficiency monitoring

The statistics module continually monitors the production efficiency of individual products or entire machines and plants. In this way, production process malfunctions that can result in lower yields or high waste rates, for example, are identified early on and can be alleviated quickly.

### 5. Alarms and maintenance planning

As a result of managing the alarms and the maintenance planning tailored to the production process, the POC system supports the customer in minimizing downtimes and unplanned interruptions and hence also production waste. At the same time, personnel deployment and system utilization are optimized. Malfunctions in the plant are transparently displayed using monitors or mobile devices, allowing for swift alleviation and for optimum planning of necessary maintenance during the production process according to specialist staff availability. In parallel, shift planning is supported in keeping with actual staff requirements.

### 6. Performance monitoring

For fast real-time monitoring of production plant efficiency, the data can be displayed according to key performance indicators on the customer network and also on mobile devices. As a result, the management is able to check on the system at any time – even outside the plant. However, if unplanned machine downtimes or process problems nevertheless occur, Oerlikon Manmade Fibers Customer Service experts can use the remote support function to log into the system directly and provide the system operator with swift support.



ented global information and support platform. To this end, the complete documentation – including all operating instructions, plans and parts lists for the OMF machines installed at the customer sites, spare parts product selection from 3D catalogs and drawings, along with product images in the article overview is among the most important features.

All customers have the possibility of tracking all quotation, order and transport route documents online and are therefore always up-to-date with regards to the order status. Furthermore, training videos, instructions and product presentations can be provided. Practically as a bonus, customers can of course also purchase original tested Oerlikon spare parts whose function and process performance are monitored using Oerlikon Manmade Fibers systems.

## Entering the future of Industrie 4.0 with Oerlikon Manmade Fibers

Oerlikon Manmade Fibers provided an insight into potential future Industrie 4.0 solutions at 2016's trade fairs; the ITMA Asia in Shanghai and the India ITME in Mumbai. Linked to future-oriented service and automation solutions, Oerlikon prepares its customers for the future of manmade fiber production. And it goes without saying that the end results are always improved yarn quality and production efficiency.

### What does the POC do?

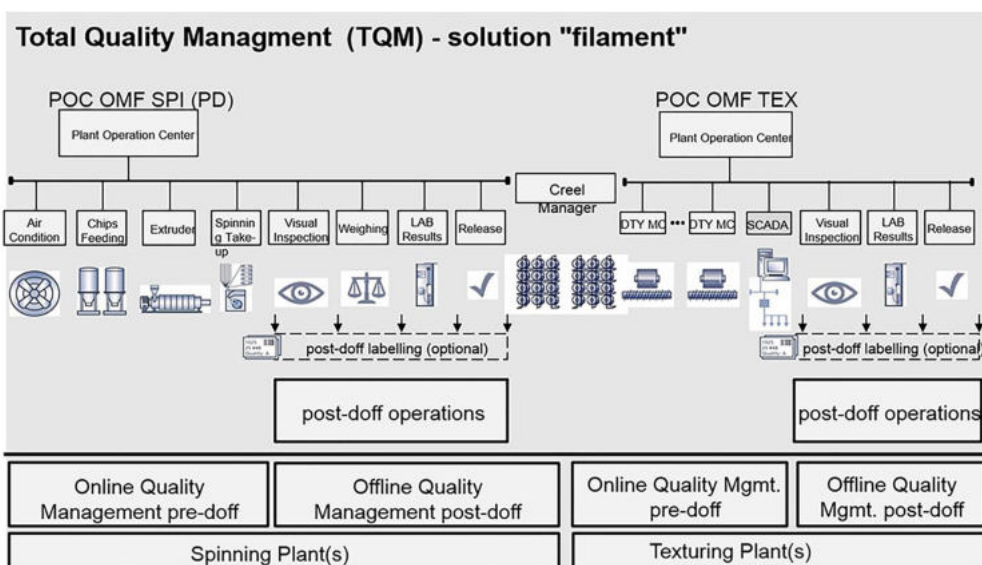
- Transparency throughout the entire production process and also for corresponding expansion measures over several plants throughout the world.
- Reliable real-time data analysis
- Fast identification of error sources
- Supports fast decision-making and the speedy implementation of the necessary process adjustments
- Optimum utilization of existing personnel and reduced downtimes
- Avoidance of incorrect process settings

### Upgrading existing systems using a POC

A POC system is not only a process monitoring option for new systems. Connecting existing manmade fiber systems to a POC system is usually unproblematic. For this reason, increases in quality and efficiency and hence also in competitiveness can be achieved even in the case of older systems.

### Comprehensive support using the myOerlikon customer portal

However, digitalization does not end with the production system itself. And – with its 'myOerlikon' (www.myoerlikon.com) Web platform, Oerlikon Manmade Fibers supplies a cutting-edge solution for maintenance, spare parts provision and customer support. Here, the platform should not be viewed as a simple Web shop, but more as a customer-ori-



Total Quality Management (TQM) – solution 'filament'

### In detail: POC modules

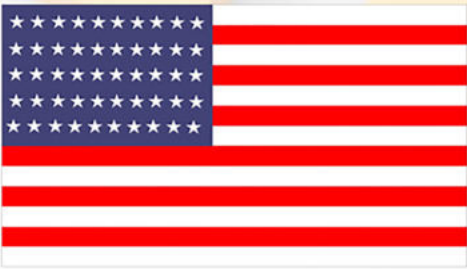
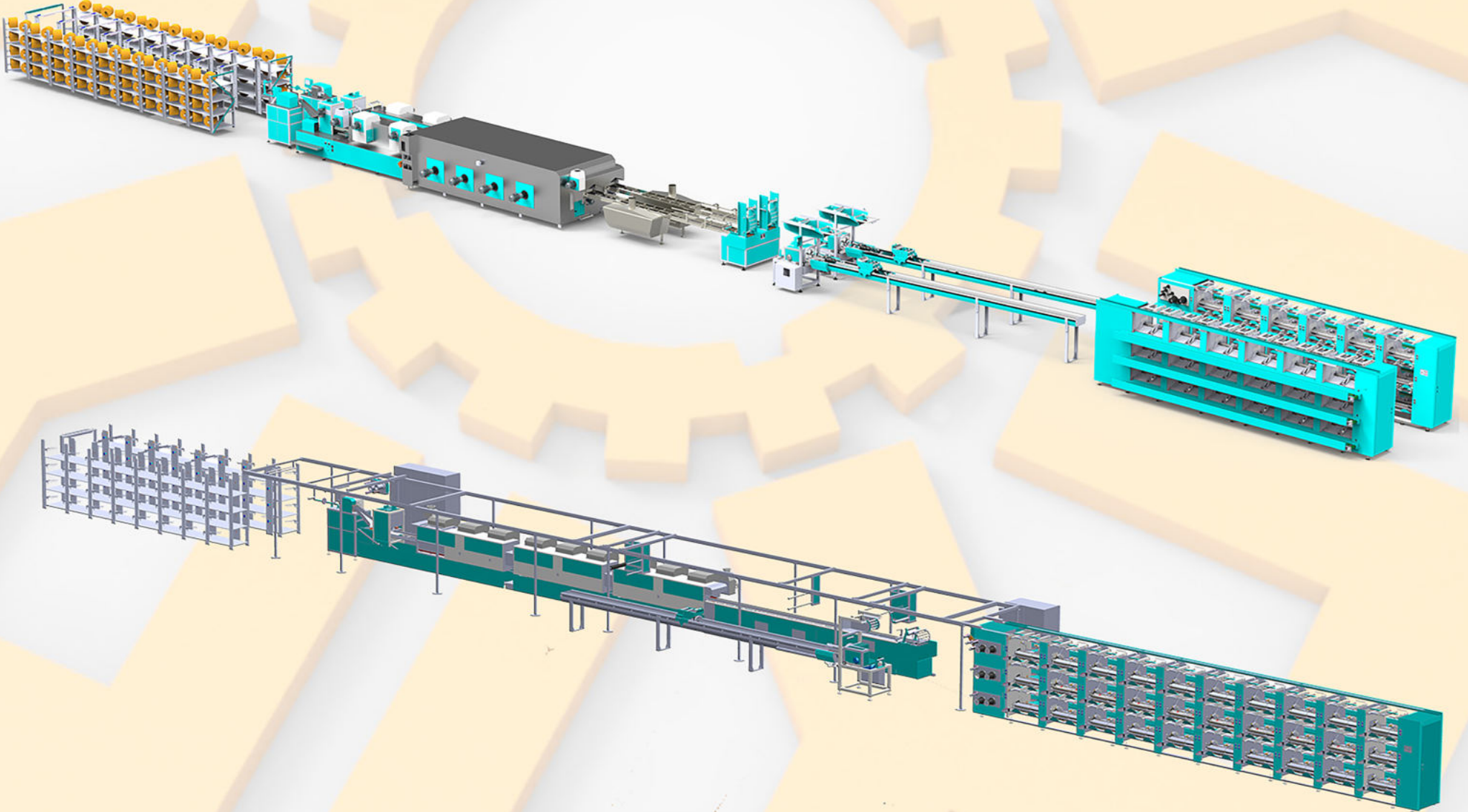
Here, the modular structure permits yarn manufacturers to adapt their 'own' Plant Operation Center precisely to their requirements.

When integrating further processing procedures such as texturing, functions like the creel management system can be used to very efficiently optimize product quality.



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