

— **OUR TURQUALITY
SUCCESS**
Serkan Ersoy

MIRACLE OF —
AVOCADO
Aysu Sađdıç

— **SALVADOR
CALDERÓN BERGE**
Interview

POLAT MAKİNA IS IN —
IZTECH TECHNOPARK IZMİR
Engin Aydınoglu

— **WE SPONSORED THE 7TH
MILAS OLIVE HARVEST
FESTIVAL**



New Year **Will Be Better!**

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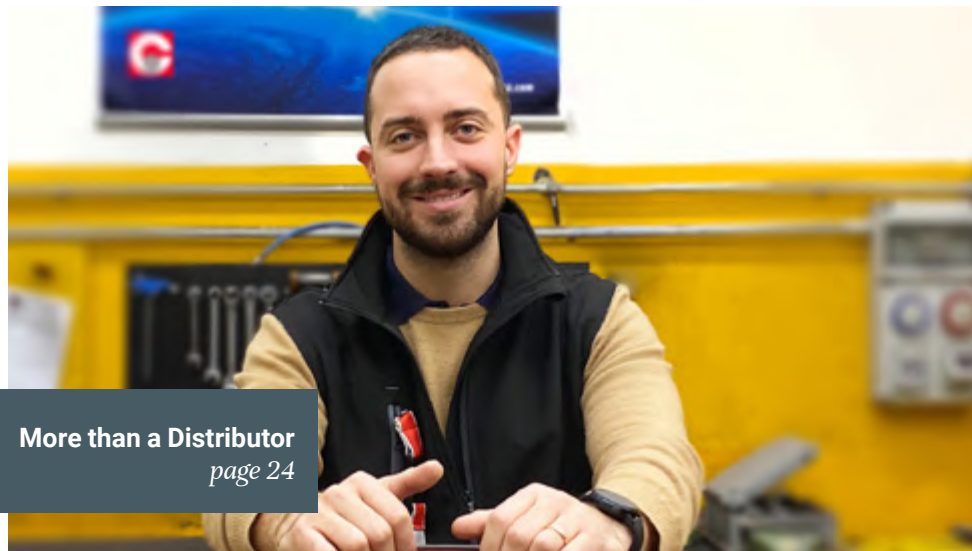
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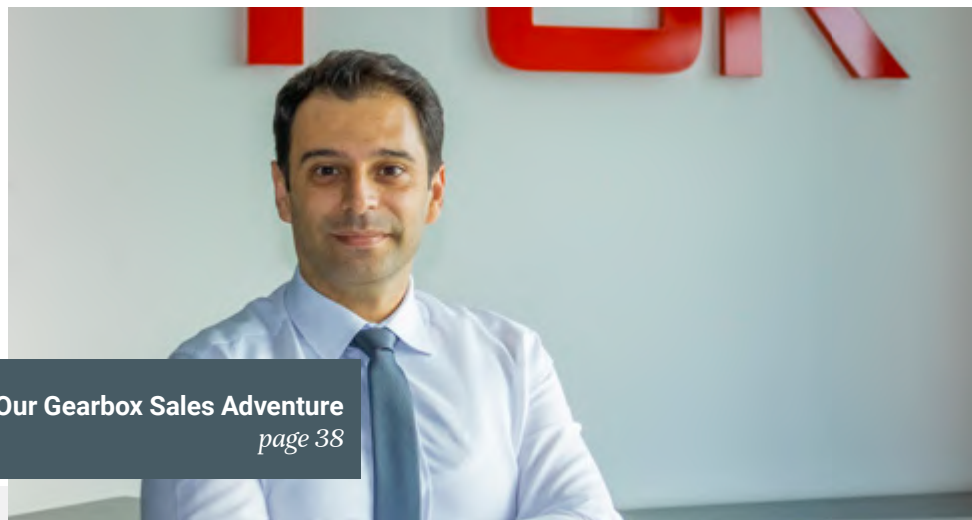
**Our IZTECH Technopark Branch
Opening on December 16, 2021**
page 4



Our Turquality Success
page 16



More than a Distributor
page 24



Our Gearbox Sales Adventure
page 38

Index

İbrahim Polat: New Year Greeting	2
Our IZTECH Technopark Branch Opening on December 16, 2021	4
Polat Makina is in IZTECH Technopark Izmir...	8
Renewing the Information Technologies Infrastructure of Ahatlar Village Primary School	10
As Polat Makina, We Sponsored the 1st Çine International Organic Memecik Olive and Olive Oil Festival	12
We Sponsored the 7th Milas Olive Harvest Festival	13
Our Turquality Success...	16
Turquality is at Polat Group Redüktör!	20
Ecomondo Fair	21
IFAT Eurasia Fair	22
More than a Distributor	24
Miracle of Avocado	26
Tercesa S.L - Salvador Calderón Berge Interview	28
To the World of Tomorrow... Interview	32
About R&D and P&D Engineering	34
Our Gearbox Sales Adventure Interview	38
Common Misconceptions About Olive	44
About Yunus Emre	46
A Different New Year	48



From the Editor

Dear Polat Life Readers,

I am happy to be reaching you through Polat Life in a new year that we look forward to with hope, after a challenging year for better or worse.

It is a fact that in 2021, when we are witnessing many scientific, technological and cultural developments on a global scale, new opportunities emerge with the concepts created by new technologies in our world. While the way of functioning in many fields is changing, we also need to evaluate new fields of work and new opportunities that arise. I think that 2021 brings new perspectives to us when we look at it in this sense. I hope that 2022 will also change our perspective on life positively and be a year that will offer us more than our expectations.

In this issue of our magazine, we talked a lot about our valuable company, which has achieved sustainable success for 43 years within the Polat Group and never lost its growth momentum, and news that will attract your attention. We listened to the adventure of the Polat Group by this time from the institutions and people we cooperate with.

We recommend you to follow us on our social media and websites with our sharing that will increasingly continue in the New Year.

I wish for 2022 to be a year when your family and loved ones are healthy, and you to be successful in your business and realize your dreams.

I hope the next year will be even better than the previous one for all of us.

Best Regards,

Gülçin Çiçek

Corporate Communications Specialist
Polat Group Holding



Dear Business Partners, Employees and Polat Life Readers,

Polat Group has encountered different economic, political and industry specific variables during its deep-rooted history and 43-year struggle, has managed to combat these variables by developing the right strategies in the light of technology and science, and has come to this day thanks to its forward-looking approach and foresight.

Polat Group companies developed products that appeal to various sectors in 2021 and started to make important and valuable investments for our country. With our production of Supercritical Carbon Dioxide Extraction Systems, we will soon take our place among the important manufacturers of the world. Our important initiatives, which will create value in our country, affect the fate of the sectors it addresses, and significantly reduce foreign dependency, continue within the structure of our Polat Makina and PGR companies. I can say that this year, we have reaped the fruits of our R&D and P&D investments, our qualified human resources,

and our desire to coexist, grow and develop. We left behind a year in which we realized all our strategic plans, produced brand new projects, developed new products and made new investment decisions with our valuable colleagues, who have the greatest contribution to our vision, and with whom we walk together towards our goals, despite all the variables and fluctuations in the exchange rate.

I hope that the year 2022 will come with health, peace and many beauties that you will share with your loved ones. As I always say, if you love a subject, the rest comes naturally. My love for machines brought me to the top of my profession. I hope that the love within you brings beauty to you.

I wish you a happy new year.

İbrahim POLAT
Chairman of the Board
Polat Group Holding

► Our IZTECH Technopark Branch Opening on December 16, 2021

Polat Makina will continue its R&D studies by adding new projects with its new branch in IZTECH Technopark.



Polat Makina, which has made a name for itself with the developments in the field of R&D and new product investments recently, opened a branch in Technopark İzmir located in İzmir Institute of Technology.



News From Us

News From Us



On Thursday, December 16, the opening ceremony was held in Technopark İzmir with the participation of the Rector of İZTECH, the Dean of the Faculty of Engineering and the Heads of Departments, with an organization attended by the Vice Chairman of the Board of Polat Group Holding and Members of the Board of Directors. The opening ceremony started with the introductory meeting of Polat Makina and continued with a cocktail. Polat Makina General Manager Volkan Polat said that R&D and technology investments will continue uninterrupted with brand new steps, that the future is in technology and R&D, and this is through university-industry cooperation.

Gülçin Çiçek
Corporate Communications Specialist
Polat Group Holding

Polat Makina is in IZTECH Technopark Izmir...

We are happy to share the pride and joy of being in IZTECH (Izmir Institute of Technology) Technopark Izmir.

Polat Makina, included in the R&D Center ecosystem as of 2017, continues to emphasize its R&D vision by taking part in IZTECH Technopark Izmir as of this year.

R&D as literature;

Activities providing scientific and technological development in their field with creative studies conducted on a systematic basis to increase the knowledge store consisting of knowledge of culture, people and society, and its use to design new processes, systems and applications; environmentally compatible product design or software activities, focusing on scientific and technological uncertainty, with original, experimental, scientific and technical content are defined as research and development activities.

Research and development has three parts: Basic research, Applied research, Experimental development.

Research & Development is a key element of growth and development through innovation for both a company and a



Engin Aydınoğlu
Assistant General Manager for
Technical Affairs
Polat Makina



teknoparkizmir
"tech together"

country. R&D organizations aim to increase their productivity and production quality or to create new products and services.

In the light of this basic information, Polat Makina continued its R&D activities, which it has managed since the day it was founded, within its own structure and with its own resources, by being included in the R&D Centers ecosystem of the Ministry of Industry and Technology in 2017.

There are 20 researchers (with PhD, Master's, and Bachelor's degree) and 7 technicians (with Associate Degree) within the R&D Center. It has an area of 560 m² with an office, laboratory, prototype (first sample) workshop.

In the **R&D center** nearly 30 projects have been developed so far, and a significant part of them have been

commercialized and contributed to the country's economy while affecting the company's sales.

Within the scope of the projects, activities on academic papers, articles, registration processes and intellectual and industrial rights are carried out.

“Research & Development is a key element of growth and development through innovation for both a company and a country.”

In many of the projects handled at the Polat Makina R&D Center, the subjects for which R&D activities were carried out for the first time in Turkey were handled and new nationalized products were

successfully added to the Polat Makina product range. The projects discussed were and continue to be carried out under the 1501 Industry R&D Support Program, Tagem, and National Technology Move programs.

Polat Makina R&D Center, which has much collaboration especially within the scope of the development of University - Industry cooperation, took its place in IZTECH Technopark Izmir in 2021 and started its activities by advancing this process.

Improving University-Industry cooperation in this field, increasing the academic aspect within the scope of projects, and advancing activities in national and international project markets are some of the objectives to be achieved.

“Polat Makina R&D Center took its place in IZTECH Technopark Izmir in 2021 and started its activities.”

► Renewing the Information Technologies Infrastructure of Ahatlar Village Primary School, We Had an Enjoyable Day With Our Cute Students

We are happy to support our teachers.

As the Polat Group Team, we were at the primary school of Ahatlar Village in the Köşk District of Aydın. We renewed the information technology infrastructure in order to support the hardware needs of the valuable teachers of the school. We celebrated this innovation by spending a nice day with the students of the school.

We are happy to support our valuable teachers who are raising our children, whom Head Teacher Mustafa

Kemal Atatürk sees as the future's guaranty and tomorrow's elders.

Our esteemed Ahatlar Village teachers made a return visit and visited our İbrahim Polat, Chairman of the Board of Directors. We were very happy to host them. We talked about the projects we can realize in the future so that our children can progress and get an idea about the industry.



► As Polat Makina, We Sponsored the 1st Çine International Organic Memecik Olive and Olive Oil Festival



We continue to support organic agriculture, domestic production and producers.

Within the framework of this understanding, as Polat Makina, we sponsored the 1st Çine International Organic Memecik Olive and Olive Oil Festival. We are very happy to contribute to this valuable organization that will take place in Aydın's Çine district between 16-21 November.



► We are proud to take part in all organizations related to olive and olive oil, which is the starting point of Polat Group.

As Polat Makina, we were extremely happy to support the 7th Milas Olive Harvest Festival, which took place in the Milas district of Muğla on 13 - 14 November 2021. In the festival organized by Milas District Governorate, Milas Municipality and Milas District Agriculture Directorate, the people of Milas enjoyed the festival by having a pleasant time with famous chefs, valuable interviews and very valuable artists.



On the first day of the 7th Milas Olive Harvest Festival, the people of Milas were having fun with the music group "Gece Yolcuları", and on the evening of 14 November, they partied down with Melek Mosso.



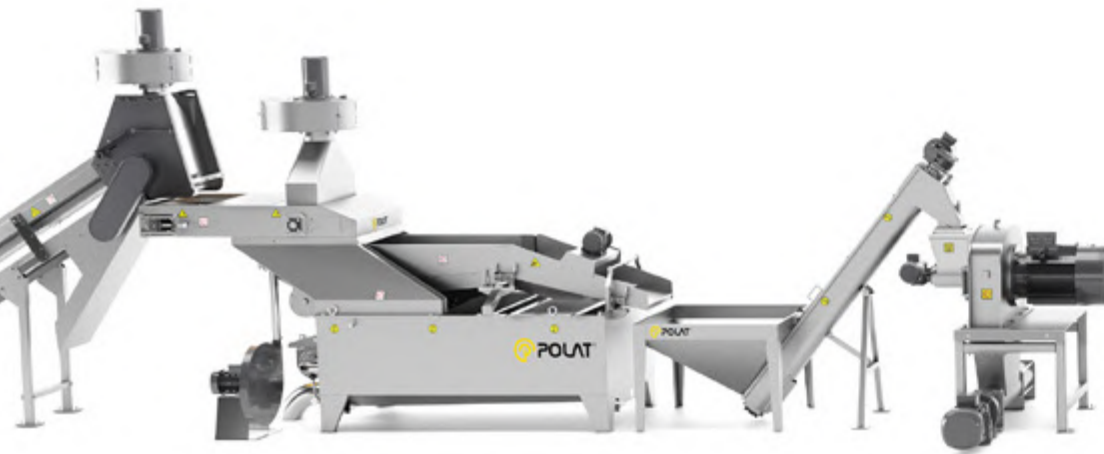
PXZ

Fully Modular System

*With Our Fully Modular System,
Olive Oils Are On Your Table
As It Was Picked From The Branch*



With high energy efficiency, fully automatic control, and extensive system customization we offer exclusive solutions and maximum benefit for you.





“I think that the Turquality program will be a cornerstone in the journey of alignment in the institutionalization process and bringing the PGR brand to the top in the international arena.”

Serkan Ersoy
 Financial Affairs Director
 Polat Group Holding

Our Turquality Success...

We had a pleasant conversation with Serkan Ersoy, Polat Group Holding Financial Affairs Director about our Turquality processes.

Hello Mr. Serkan, first of all, you were the project leader of the Turquality study and finally the PGR brand was successfully entitled to receive Turquality support. Can you tell about your experiences about this process?

Hello,

Regarding the project process; first of all, I would like to thank my teammates who took part in the project for their devoted work in reaching the common goal, and our senior management for their support in all processes. Since Turquality is a support program that covers all end-to-end processes from production processes to marketing, from sales processes to after-sales services within the company, and ensures the creation of an image of quality Turkish goods in international markets, from our point of view, it is both an alignment in the institutionalization process and the PGR brand in the international arena. I think it will be a corner stone on the journey to the summit.

When we started the project, we tried to carry out our work within the framework of social distance due to the pandemic conditions that broke out in the world. We were audited by PwC

(PricewaterhouseCoopers), the leading company in the world in the field of auditing, which has approximately 300 thousand employees worldwide, as a result of the studies we usually carry out with the teams online, except for obligatory cases, and we were included in the scope with a successful audit result. Considering this, I can say that we have accomplished a very valuable work for the PGR brand.

One of the most important outputs of the project's work for our company is the implementation of the Strategic planning, which has been on the agenda of our management for a long time, and whose organizational structuring process continues within our Holding. Regarding the Strategic Planning Process, the main strategic objectives for making the PGR brand the world's most important gearbox manufacturer were determined together with all our stakeholders and our management. These purposes have been listed under the main headings of "Growth-Sustainability", "Financial Profitable Growth", "Producing Value-Added and Quality Products", "Being a World-renowned Brand in the Industry", "Having a Strong Supply Chain Management" and "Having a Strong Institutional Infrastructure", →



and then in the strategy workshop we held; by making use of SWOT and PESTEL analyzes, actions and sub-actions were determined, necessary deadlines and targeting were realized. I find these studies very valuable in terms of planning the future. Because the actions that were finalized as a result of the workshop were weighted among those who are responsible for maximum efficiency and the process is internalized and embraced. And finally, as a requirement of creating a corporate memory, we continue these efforts for strategic planning; we positioned the Butterfly software as traceable and reportable in the database. In summary,

we now have the ability to monitor how successful we are in realizing the determined strategic goals, that is, to monitor our scorecard and take actions. During the audit process, the appointment of PwC, characterized as one of the best companies in its field by the ministry was important for the real measurement of all our operational processes. Likewise, during the audit, they were able to comment on the aspects that needed improvement in order to achieve the strategic goal, and thanks to the reports they created afterwards, we had the opportunity to review our actions in detail and revise the necessary parts.

Why was Turquality support needed for the PGR brand?

First of all, entering the Turquality program has been on the agenda of our management for a long time, but expecting that suitable conditions will be created in all respects in order to obtain the maximum benefit; it is the first and only state-supported branding program that focuses mainly on contributing to the branding processes of companies. I would like to state that there are approximately 360 distinguished brands within the scope of the program and that we are the first company in the gearbox sector to be able to enter the program. In addition to benefit from incentives and increase the export, the most important benefit we expect from the Turquality program is that it provides a more sustainable growth and more profitable trade opportunity by bringing its own management and operational processes to the level of the management and operational processes of companies that have become a brand in the world.

In addition to these, today's increasingly hard competition conditions and changing consumption patterns encourage companies that want to take place in the international arena to create strong brands and the importance of branding in exports is increasing day by day. On the other hand, Turquality, an export-based growth business model, makes a difference as a support platform created to become a global player with its own brands in international markets by providing managerial knowledge, technology, institutionalization and development, covering all processes from production to marketing, from sales to after-sales services of leading companies in the sector such as PGR, which has a wide product

range with Turkey's competitive advantage and branding potential. The projects that I have mentioned, creating the managerial knowledge, institutionalization, technology and becoming a global brand in the sector appear as high-cost projects. For this reason, we aimed to be included in the program because it is more possible for companies to advance these projects with support within certain limits, and we succeeded. In this way, with the support we will receive, we want to achieve our goals in a much shorter time than we can do with our own resources and make them sustainable.

What will be the new plans and projects of PGR with Turquality brand support?

In the next period, our development roadmap process will begin by working with another expert consultancy firm. In this process, we will determine our target countries in terms of increasing exports and branding. Within the scope, we will receive support at the specified rates for the publicity and promotion project expenditures we will make in the relevant countries within the limits determined for a period of 4 years. In fact, what matters is what we can do after being included in the scope of the project, so I find the next process more valuable. We believe that our increased exports as a result of projects carried out in target countries will create a significant momentum for the PGR brand to trade in other countries and in different continents. We are currently exporting to more than 80 countries. We have targets to increase our share in our existing markets and to enter new national markets. In this way, we will tend to continuously increase our exports regardless of the regional

conjunction of the economy. Due to our product range, we are involved in all industry branches where there is movement. By using this situation and the advantage of our geopolitical position effectively, we plan to make the PGR brand an important Turkish brand in the world, from quality to the value it gives to nature and people. We will launch all our projects in time to become the leading brand in the industries we are competitors and to do better than we always do in the industries we are the leader in. As we have 5-year project plans for the future that we have determined in the strategic planning process, we will also update our project

“ We have made our plans to include our POLAT and NRW brands in the Turquality program after our PGR brand. ”

plans regarding the aspects that are open to improvement during the development roadmap process that we will carry out together with the consultant firm.

Can we get information from you about the new initiatives of Polat Group Holding and its companies in the next period?

Our management's visionary perspective is our most important advantage for initiatives and developments. We have many planned initiatives regarding information systems & digitalization, R&D, P&D activities, human resources, brand management and performance, Marketing Customer and Trade, Supply Chain Management processes to support the goals of institutionalization and becoming a global brand. We will be realizing these plans with TQ supports. We have made our plans to include our POLAT and NRW brands in the Turquality program after our PGR brand.

We want to continue the process that we started with the scope of Turquality Brand support for our brands, by being included in the scope of TQ, indefinitely.

What do you think about studies that require teamwork and audit processes such as Turquality, which includes all units in companies, and how did you carry out this process as a team? What would be your advice to company managers who work on the same processes?

First of all, every project is a team effort. I think the project is a unique experience for me and my teammates in the project. As a result of a visionary management approach, I can summarize my project experiences as someone who is constantly involved in projects. There are three golden aspects for success in a project: coordination, motivation and process control of teams. In terms of coordination, which team will do which work must be planned with the team as a timeline. On the subject of motivation, the responsible people in the team definitely have work that needs to be carried out within the business processes outside of the project. However, the project should be kept alive and what the project will bring should be shared with the team, the purpose of the work should be understood and the team should be enabled to do the work with its own will and desire. Finally, in the process control, deviations from the plan should be checked, current situation analyzes should be made according to the targets set in the form of a timetable, and work plans should be revised when necessary.

Interview

Gülçin Çiçek
Corporate Communications
Specialist
Polat Group Holding

► Turquality is at Polat Group Redüktör!

Polat Group Redüktör became the first gearbox company to receive Turquality Support.



The PGR brand, which has been exporting to more than 80 countries from Aydın to the whole world since 2004, will now continue to grow by receiving Turquality support.

Addressing many different sectors from textiles to food, from construction to packaging, the gearboxes, which act as the heart of the machines that touch our lives, will continue to work by further strengthening the image of a Turkish brand with the support of Turquality. Polat Group Redüktör, which already exports to more than 80 countries, aims to become even stronger in new markets with this support. The PGR brand, which also has an assembly plant in Germany, is increasing its power in the European market day by day.



► Ecomondo Fair



Ecomondo, which is the International Trade Fair of Material and Energy Recovery and Sustainable Development, and held in Italy every year, opened its doors to its visitors with great excitement after the pandemic restrictions. In this fair where we took place with our booth, we attracted intensive attention.



► IFAT Eurasia Fuarı

Polat Makina stand attracted a great deal of attention at the IFAT Eurasia fair.



IFAT Eurasia, the International Trade Fair for Environmental Technologies, which is organized every two years, was held in accordance with the pandemic conditions this year.

Polat Makina stand attracted great attention at the IFAT Eurasia fair, which operates within the scope of Water and Waste Water Technologies, Waste Management, Recycling and Energy Recovery from Waste, Urban Cleaning Needs, Environmental Pollution Prevention Technologies, and Occupational Safety.



Federico Batti
Gearboxes Distributor
Chiaravalli Group

Interview

More than a Distributor

Dear Mr. Federico, firstly thank you for giving us your time. I would be glad to hear more about you. Can we learn when did you start your business and how has it been going so far?

I joined CHIARAVALLI in 2016 to handle the product management of gearboxes for the group. The Group itself had an history of many years during which has been working in the gearboxes sector for its wide set of customers. Results have been positive so far, but we are constantly working in improving the customization service to represent not just a distributor but also a technical lead in this sector.

How many years have you been working in the same industry? Can we talk about market demands of the industry that you are serving in? How are the feedbacks from your customers?

CHIARAVALLI Group have been in business since 1952 expanding its universe of products and clients for more than 70 years.

Within the Industry division, we offer a complete gearboxes selection from the small worm with 11mm shaft up to the planetary one with a 120mm shaft. Thanks to such a wide product range we are able to fulfil needs of clients operating in textile, food, agriculture, building, mining and many other areas.

About me, I have spent the last 12 years in this sector and my personal feeling is that everybody is confronting an unprecedented situation in terms of scarcity of goods and materials, determining a tough situation that is bringing and will bring out the best of us to reach simpler times.



How did you meet with Polat Drive Technologies? What is your product range and are you glad to use PGR gearboxes?

We met Polat Drive Technologies looking widely for a top-class producer that could help us keeping the highest standards for our customers. Supporting our partners in all their needs requires us to get in touch with all the product range available and every time it is a pleasure to have positive feedbacks on how the PGR gearboxes perform.

The early stages of our partnership with Polat were based on the PTA series; across the years we widened it constantly and now it includes planetary gearboxes, orthogonal K series, AF series coaxial and D / M series shaft mounted gearboxes.

We opted for building a vast stock of components to being able to assemble any size and any typology of gearboxes in few hours. In this way we can keep our service flexible and quick as our customers have always known and appreciated.

How was the process of new normal in your company? Do you think you already adopted to it? Did the pandemic affect your business and change the consumer behaviour?

This pandemic is something that most of us could barely imagine just a couple of years ago and that's probably why it had such a huge impact on our life. We had to adopt quickly to the new routine though after the very first weeks resulted in just a bit more of attention in our daily routine.

From a purely professional perspective instead, the situation is particularly challenging.

On one hand we have a high demand of materials to be fulfilled in a short time, while on the other we have supplying time that stretched overnight.

Thanks to our business model and reliable partners as Polat Group we are grabbing several opportunities the market is offering. Having the materials, the resources to assemble and deliver it quickly has never been so vital for success.

How do you find gearbox industry in Italy? Especially after industry 4.0 do you think is it changing a lot comparing to last decade?

Italy showcases a lot of companies active in this sector, therefore it is crucial to stay constantly updated to the latest innovations and trends

The gearbox industry is still absorbing the new dynamics opportunities introduced by industry 4.0 but it looks the environment is moving towards a constantly more automated framework opening growth margin for our sector.

Would you like to say anything to our Polat Life magazine followers?

CHIARAVALLI Group is glad to be a partner of Polat and considers this relationship a key success factor for its Gearboxes unit. The upcoming challenges looks though but we are confident to go through each of them thanks to such a partner like you.

Interview
Gülçin Çiçek
Corporate Communications
Specialist
Polat Group Holding

Miracle of Avocado

The “healthy diet”, which has become a trend lately, has caused avocado to enter the list of popular foods.

The benefits of avocado, which is tasteless and saltless according to some, and which has become an indispensable taste of the tables according to others, are countless.

‘Avocado’; although it derives from the Spanish name “Aquacate” or “Ahuacate”, it is also called “American Pear”. Avocado, whose scientific name is *Persea Americana Mill*, is a tree species that spreads over a wide geographical

area, starting from the mountainous areas of central and eastern Mexico, along the Pacific coast of Guatemala and Central America. However, as it has become commercially important, it is also grown in our country (Mediterranean region).

Avocado, which is a great source of energy because it contains about 167 calories in 100 grams, has become a heart-friendly food with its unsaturated fatty acid (mostly oleic acid) that has a cholesterol-lowering effect in blood. In addition, it is a complete health store with many different components in its content.

What Are the Benefits of Avocado?

- It prevents the rise of cholesterol with its unsaturated fatty acids, so it is heart and vascular friendly.
- It helps slow down the aging process as it is an antioxidant.
- Avocado, an important source of fiber; consists of 73 percent water, 15 percent fat, 8.5 percent carbohydrates and 2 percent protein.
- It contains a wide variety of vitamins such as A, B1, B2, B3, B6, E, K and C, oleic acid, folic acid, omega 3 and 6, as well as minerals such as phosphorus, magnesium, iron, potassium, calcium and zinc.

- It is among the favorite foods of those who are on a diet, as it is nutritious with its rich fiber content, as well as giving a feeling of satiety.
- Thanks to the vitamin K in its content, it helps to protect bone health.
- Thanks to its potassium content, it strengthens the heart, kidney, skeletal and muscular systems.
- It protects eye health with its lutein and zeaxanthin components.
- Thanks to the lipids it contains, it increases the absorption of beta-carotene and carotenoids.
- With its folic acid content, it helps the production of serotonin and dopamine.

Avocado also has anti-aging properties. While this fruit prevents redness and tissue deterioration in the skin, it also strengthens the collagen tissue under the skin.

With these properties, avocado oil is very popular especially in the production of sunscreen, cream, skin masks, soap and cosmetic shampoos.

Aysu Sağdıç
Brand and Marketing
Manager
Polat Makina



Usage Areas of Avocado

Avocado is widely used in the cosmetics and pharmaceutical industries due to its rich content, as well as in the food industry. Because of this use, avocado oil is attracting a lot of attention.

Avocado oil is best known for its ability to moisturize the skin. The oils in its content penetrate deep into the skin and nourish the skin. Thanks to its oleic and linoleic acid content, it protects the skin against UV rays. Avocado also supports microcirculation under the skin thanks to the vitamin K it contains, thus both reducing edema on the skin and accelerating the repair process of acne and wounds.





Salvador Calderón Berge
Commercial Officer
TERCESA S.L

We met PGR at the Hannover Messe in 2015, that was our first contact. Our cooperation became stronger together with the NRW assembly concept, as the type of product allowed us to expand our range of gear units and also convince our customers with the fast delivery times.

Dear Salvador Calderón Berge firstly thank you for your time. We would like to know more about you. When did you start your business and Can we also know more about Tercesa Company?

Many thanks for the interview, it has been a pleasure to join it.

Our company Tercesa is a family business that was founded in 1985, more than 35 years ago. We mainly focused on the supply of all kinds of gear units and motors. Our customers are, among others, local companies of

packaging industry, food industry and renewable energy.

Over the years and with a job well done, we have expanded our facilities and started assembling gear units in our workshops to provide better service for our customers. This has helped us to expand our market nationwide and operate also internationally.

We are currently exporting to Spain, Portugal, France, Germany, the Dominican Republic, Chile, the USA and China to machine manufacturers and customers with a focus on the Industrial supplies.

How is the market situation in Europe in last years? Do you have feedbacks from your customers?

The European market 2021 was a challenge due to the corona pandemic. We and the vast majority of our customers experienced a strong increase in the demand for products, which however was difficult to meet due to the supply bottlenecks in materials.

We are optimistic for the year 2022. We believe that the demand on products will continue to grow and that the shortage of materials will be controlled in the long term.

How did you first meet with Polat Drive Technologies and decide to collaborate?

We met PGR at the Hannover Messe in 2015, that was our first contact. Our cooperation became stronger together with the NRW assembly concept, as the type of product allowed us to expand our range of gear units and also convince our customers with the fast delivery times.

This enables us to grow in this industry. We are one of the few companies in



our country that can deliver this type of product quickly and qualitatively.

How was the process of new normal in your company? Do you think you already adopted to it? Did the pandemic affect your business and change the consumer behaviour?

The Covid pandemic was difficult for everyone. It required us to modify the way we work. Commercially speaking, the visits to clients and meetings

were over, we had to adapt more to the digital medium; videoconferences and teleconferences.

Our customers also had to get involved with these new measures, so that, in my opinion, we

have made progress in the area of technological communication.

How do you find machine industry in your country? Especially after industry 4.0 do you think is it changing a lot comparing to last decade?

The machinery industry in our country is generally is a solid and stable sector. It is true that in 2020/2021 there were sectors that have been more affected

by the restrictions but other sectors saw a much higher increase in sales than in previous years.

We are aware that the industrial sector is advancing and Industry 4.0 is a reality, technology is something that is advancing in all sectors and in particular the industry of machinery will be one of the beneficiaries in the coming years.

Would you like to say anything to our Polat Life magazine followers?

We wish everyone a happy, healthy new year 2022 and that the pandemic situation is overcome and that we can return to normality as far as possible. Thank you.

Interview **Gülçin Çiçek**
Corporate Communications
Specialist
Polat Group Holding



Planetary Gearboxes

NRW Drive Technologies planetary gearboxes are the solution in drive systems with heavy and variable loads, with their compact and modular structure up to 850000 Nm torque values, with PTO, IEC, splined shaft input options, offering high conversions in small volumes.



- They are gear units with coaxial input and output or 90° axis angle.
- There are foot and flange connection options.
- The body has a rigid structure.
- Compared to other gearboxes, higher torque values can be met with smaller body dimensions.
- System strength calculations are made in accordance with ISO, DIN and NIEMANN standards.
- Different input options can be offered (IEC, Hydro motor connection, Servo motor connection, ...).

- Different output options can be offered (Shaft output, Conical compression, DIN form slider, ...).
- The bodies are produced as spheroidal (GGG 50-60).
- Gears are manufactured from forged and 21NiCrMo2 case-hardened steel.
- High quality bearings and sealing elements are used.
- Special requests of the customer can be met.

To the World of Tomorrow...

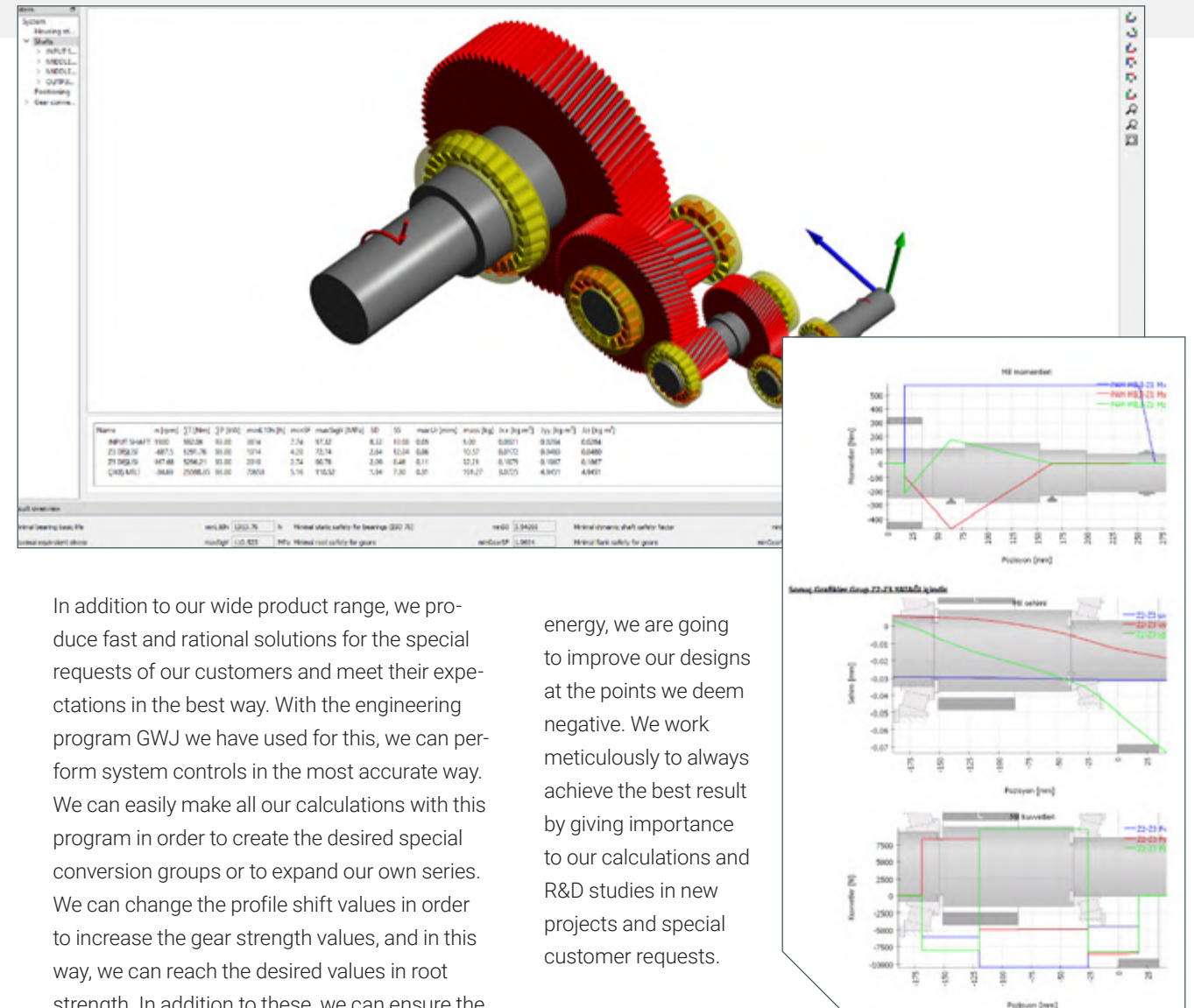


We turn our energy into action to reach the world of tomorrow.

In addition to their minimum needs to survive, people have always tended to design new products or processes and live a more comfortable life in order to make less effort. I would like to talk to you about the gearbox selection configurator, which is one of the important digital projects of our company, which gives importance to innovation and makes innovation one of its valuable building blocks and makes investments for it. We always aim to offer the fastest and best solutions to our customers' requests in this project, which we have carried out as an inseparable whole with innovation, in order to facilitate and make it easier for our customers to access both three-dimensional and two-dimensional images and product data sheets in the digital environment. In the project we carried out in this context, we took care to create

every step of our selection configurator in an ergonomic and dynamic way for the user. We ensure that our customers who want to choose a gearbox can easily choose according to the output speed or output torque value they need. Our dynamic selection configurator project with our wide product range has been digitalized since January and presented to our customers. As the R&D team, we are working to add new ones to digital platform projects with an innovative mindset in our world where digitalization is growing at a rapid pace.

safe operation of the system by removing the gear flank crushing and gear breaking strength values. We can report values such as torsional moment, elongation at break, wedge control and bending, material deformation in microns according to torsion in the critical section of the shafts used in the system. We make the most accurate bearing selection with bearing life hour controls so that the power needed for bedding, which is one of the most important factors in the gearbox, can remove radial and axial forces. By examining the vibration frequency control, force-moment diagrams generated by rotational



In addition to our wide product range, we produce fast and rational solutions for the special requests of our customers and meet their expectations in the best way. With the engineering program GWJ we have used for this, we can perform system controls in the most accurate way. We can easily make all our calculations with this program in order to create the desired special conversion groups or to expand our own series. We can change the profile shift values in order to increase the gear strength values, and in this way, we can reach the desired values in root strength. In addition to these, we can ensure the

energy, we are going to improve our designs at the points we deem negative. We work meticulously to always achieve the best result by giving importance to our calculations and R&D studies in new projects and special customer requests.

Osman Akkar
R&D Engineer
Polat Group Redüktör

As the R&D team, we are working to add new ones to digital platform projects with an innovative mindset.

About R&D and P&D Engineering

“ If you do what you always did, you will get what you always got ”

Creating gearbox projects not only for the Turkish market but also internationally is a very important parameter for us.

I have been working with the Polat Group Redüktör family since September 2020. I started to work as an R&D Engineer in the R&D and P&D department and I'm still in this charge. In addition, I took an active part in the project of “SAP S4HANA”, which entered into service in 2021.

In addition to the main responsibilities of working in our department, which is described as a “brain team”, there are of course some difficulties caused by these responsibilities, however; in the beginning and development processes of the design and construction stages of a project, namely; I must say that being in the “kitchen” is an invaluable feeling.

Creating gearbox projects not only for the Turkish market but also internationally is a very important parameter for us. We try to create our designs by following the sectoral developments in the Turkish and World markets. As the R&D and P&D department, we share ideas and information with my creative and dynamic colleagues who have the technical education and vision to lead the sector, in order to come up with creative ideas. We design our

products by combining the results we have obtained by discussing the applicability and market relevance of these ideas and information with innovative thinking. Our project of “cycloid gearbox”, which has been completed so far and is still ongoing, will not only make a nationwide but also a global impact, is such as to prove this idea.

Another important thing is; as PGR, we have sufficient equipment to meet customer demands and produce products that can respond to the market, apart from our standards. We are able to design products suitable for many requests of customers such as special output shaft, gearset, in the quality worthy of the Polat name. Considering the cost factor while designing and combining this with technical quality, we produce silent gearboxes with minimum decibels.

We use a variety of design, analysis and engineering programs. With the help of SOLIDWORKS and AUTOCAD programs, we can create production technical drawings by making 2D and 3D design works. With the help of the GWJ engineering program, we can easily carry out

analysis and calibration works. With the HEXAGON program, we can make dimensional and technical calculations of gears, which are the most important parts of gearboxes. These programs enable us to develop more efficient gearboxes by improving our design work. We also use the SAP program, which facilitates data flow and data storage. The fictional situations provided by the program, such as code, card, kit, product tree, and sub-component in this program, enable faster actions to be taken with less mistakes in the

design and production processes. Because there is a code for all products that are used as machine elements in gearboxes, that are supplied as bearings and are not processed, and that are subjected to a production process. With these codes, we can easily learn the stock status of the product, the gearbox type of the machine element, as well as the technical drawing codes of the parts processed on the benches. The SAP program, which is used as a ‘system’ by most companies operating institutionally in our

country and in the world, has also been used by POLAT Group Holding for many years.

As the R&D and P&D department, we value change and development with different perspectives, always looking at the smallest details and taking into account the working conditions of the gearbox, while continuing the design and analysis works. Finally, as Albert EINSTEIN said;

“If you do what you always did, you will get what you always got”

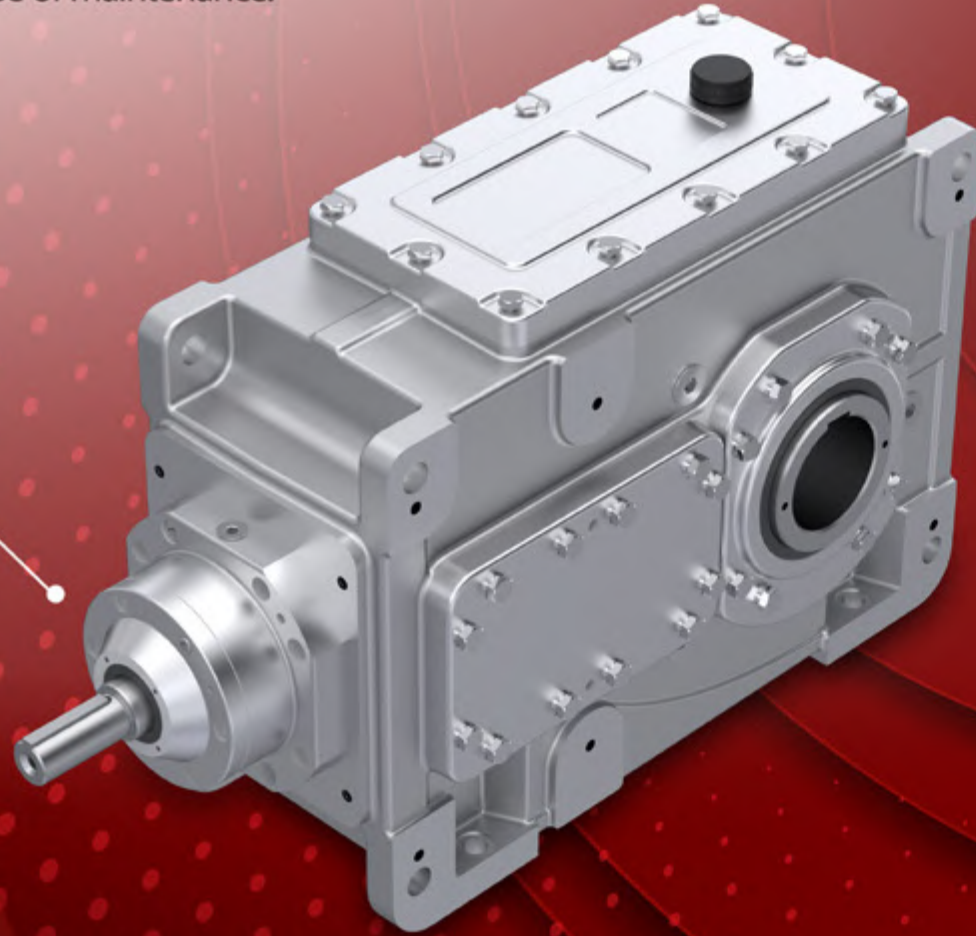


Ali İhsan Demir
R&D Engineer
Polat Group Redüktör

Industrial Type Gearboxes

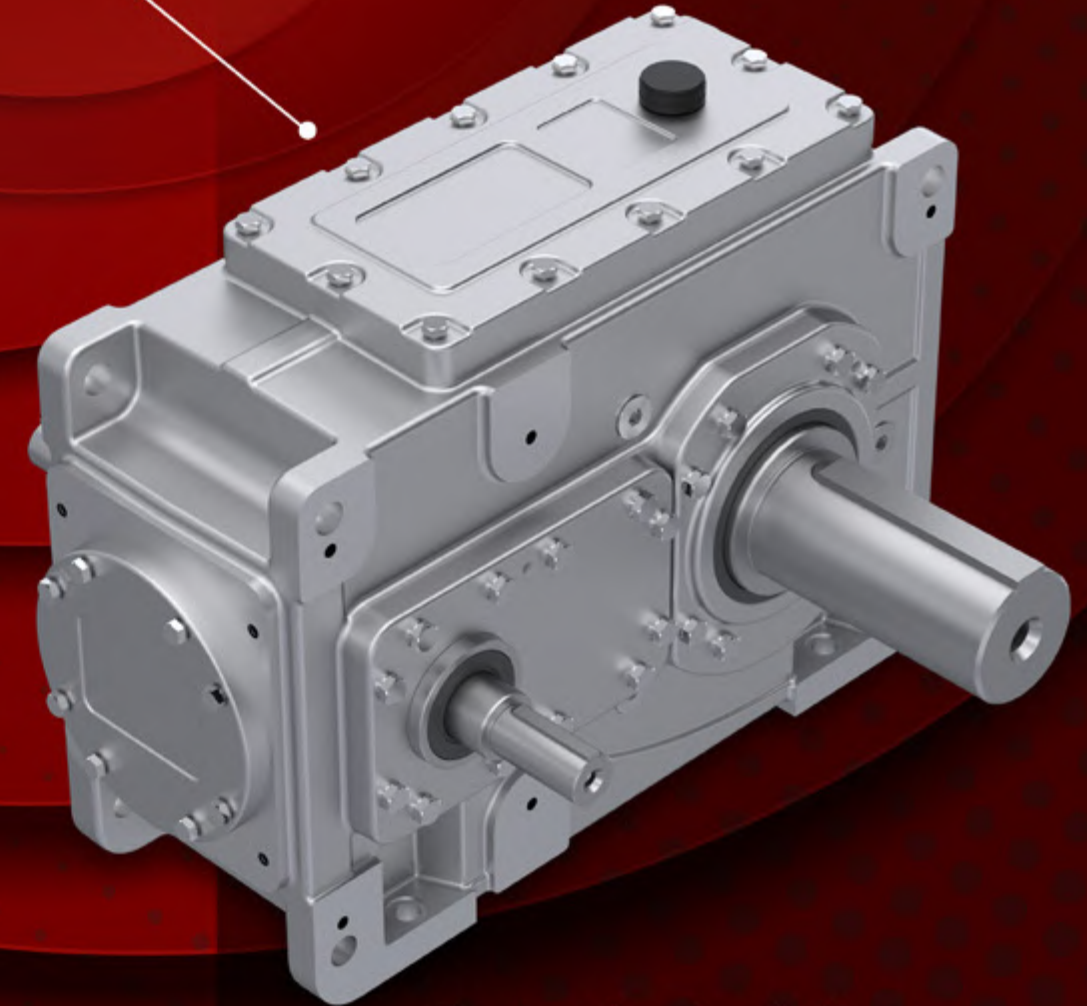
Industrial type gearboxes are the gearboxes that provide service especially under heavy working conditions, have a robust body, carry high moments up to 480000 Nm, and stand out with their silent operation and ease of maintenance.

PB



- They are helical - bevel gearboxes with parallel axis or 90° axis angle at input and output.
- There are foot and flange connection options.
- The body has a rigid structure.
- They are gearboxes that can be used in high power requirements and under heavy conditions.
- System strength calculations are made in accordance with ISO, DIN and NIEMANN standards.

PH



- They are helical - bevel gearboxes with parallel axis or 90° axis angle at input and output.
- There are foot and flange connection options.
- The body has a rigid structure.
- They are gearboxes that can be used in high power requirements and under heavy conditions.
- System strength calculations are made in accordance with ISO, DIN and NIEMANN standards.

**Customized solutions
to the needs of our customers...**



Zorhan Zorba
Sales Operations
Manager
Polat Group Redüktör

Our Gearbox Sales Adventure...

We had a pleasant interview with Polat Group Redüktör Sales Operations Manager Zorhan Zorba on sales processes.

Hello Mr. Zorhan, can you briefly tell our readers about yourself and your business processes at Polat Group Redüktör?

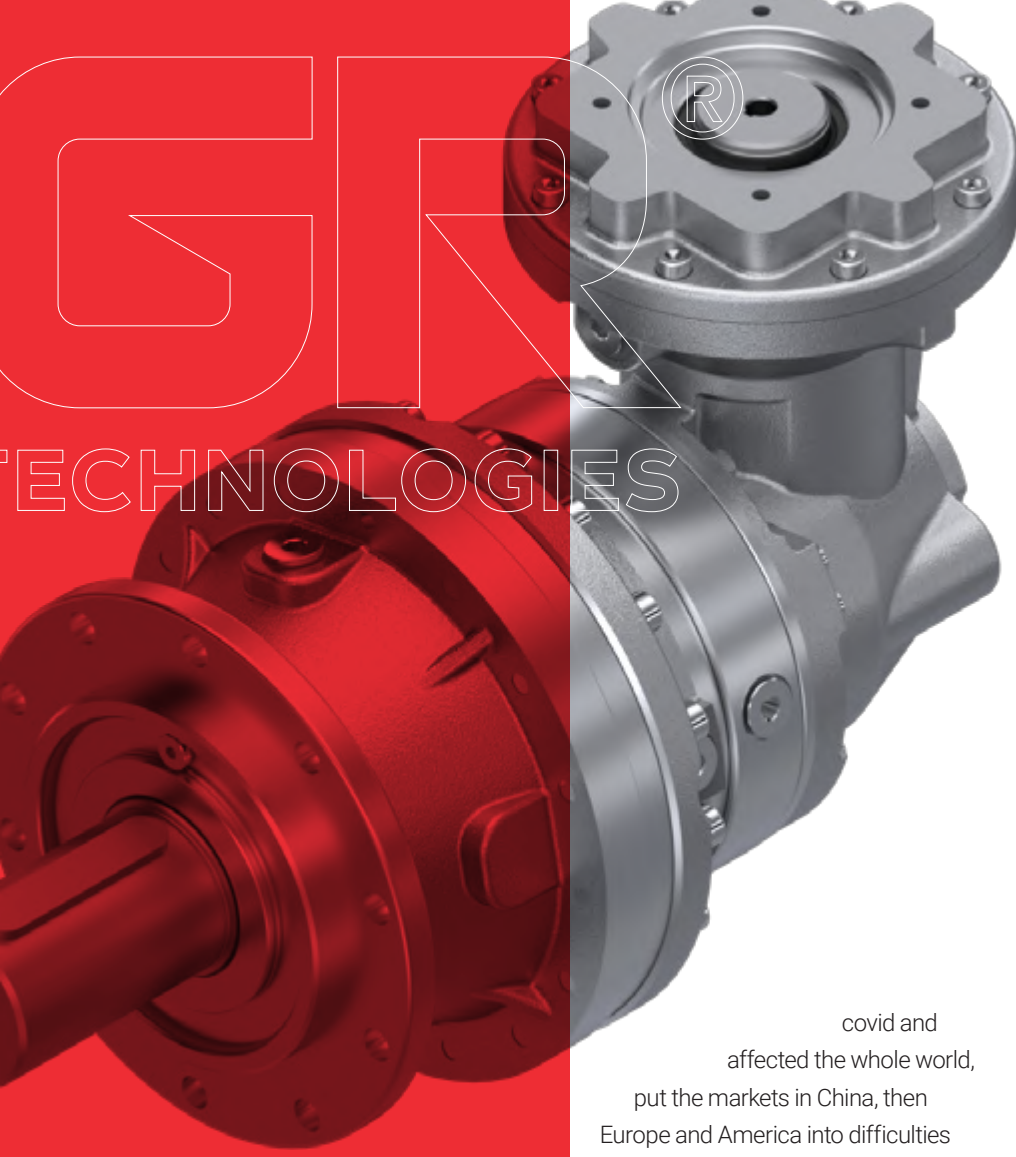
Hello, I was born in Aydın in 1980, I am married and I have two children. I completed my pre-college education in Aydın. Afterwards, I completed my undergraduate education in Balıkesir University, Physics Education, and then my master's degree in Physics education. After my military service at Tuzla Infantry School, I started my career in 2004 as a Physics Teacher. At the end of about 2 years, I left the education sector and switched to a Medical Promotion Representative in an Italian company. Then, in 2009, I started to work as a Police Officer in Aydın PMYO. I was assigned to the staff of the Ministry of Foreign Affairs after being successful in the Mission Protection exam held in 2012, and served as the Police Attaché at the Paris Embassy in 2013-2015. After returning to Turkey in 2016, I resigned from the staff of National Police and from the civil service, and started working within the Polat Group Redüktör and I am continuing my duty as the Domestic Sales Operations Manager.

How are the sales processes in PGR? Are you in contact with the dealers?

We can start explaining the sales processes at PGR with our organizational structure. PGR Sales Directorate is divided into two sections as Domestic and International Sales Directorate. Domestic Sales Department is positioned as the Regional Sales Team and Sales Operations. Our team of 40 people works under the Sales Directorate.

The Sales Operations unit, of which I am the manager, is affiliated to the Domestic Sales Department in our organizational structure. As Sales Operations, with a total of 10 people, 4 of which are engineers, we provide services to all of Turkey, including our 3 regional directorates, our dealer channel, whose number is increasing day by day, and our end users.

If we talk about our sales processes; after evaluating the demands from our regional sales team, dealers and customers and selecting the appropriate products, proposal forms are prepared through the SAP S4HANA program, in which all technical data are shared, through the relevant module. Prepared offers are forwarded to our customers →



and submitted for their control and approval. If needed, 2D-3D drawings, solid models and all data sheets can be accessed and downloaded in the desired format via the gearbox selection program on our website. In this process, from the preparation of the offer to the delivery of the gearboxes to our customers, the entire offer and sales operational process, from end to end, in which process our products are and which transactions are made, are monitored via SAP.

How do you evaluate the gearbox industry in Turkey and in the world? What will be the sales targets of PGR in the upcoming periods?

The pandemic, which entered our lives under the name of corona and then

covid and affected the whole world, put the markets in China, then Europe and America into difficulties in terms of supply and production. The US's application of extra taxes on iron and steel products originating in China has fluctuated prices. When the lock down process started all over the world, the supply chain and production began to be disrupted. This situation supported the growth of manufacturers with high stock levels and overcoming the problems in the supply chain in the Turkish Industry and the iron and steel industry. Domestic gearbox manufacturers have grown and progressed in this process. As Polat Group Redüktör, we continue to grow. We are the second domestic manufacturer in the domestic market. With Turquality support, we will continue to grow both in the domestic and international markets.

As PGR, an investment decision was made to produce cycloid gearboxes, which are frequently used in high

technology products and which are based on imports and paid at high prices. We applied to the Move Project of the Ministry of Industry with our Cycloid Gearbox project and completed the inspection stages positively; we are now waiting for the final decision of the Ministry. We are planning to implement the cycloid gearbox production more quickly, whose investment plan has been prepared, land has been purchased in Aydin, and machinery and equipment supply has been started. We maintain our growth forecast as of 2022 and the first half of 2023.

In the last period, it was announced that PGR will receive Turquality support. Do you have any new projects and plans with this support?

As you know, the Turquality Project is a brand support program created for the purpose of enabling companies with international branding potential to become a global player with their own brands in international markets by providing their managerial knowledge, institutionalization and development, covering all processes from production to marketing, from sales to after-sales services, and creating and placing positive Turkish products image through these brands.

At the beginning of the project, we had the idea that the process would be long and difficult due to the pandemic, but as time progressed, we are proud of successfully completing an exciting and enjoyable project for us and being the first gearbox manufacturer to participate in Turkey's Turquality brand support program. I would like to thank all the PGR family who worked and supported this project.

In order to talk about our new Project and plans, I would like to talk about

our current situation first. As PGR, it continues through our overseas sales channels, our assembly plant in Germany, our distributors in 11 countries and our OEM customers. We are currently exporting our gearboxes to more than 80 countries.

Together with Turquality supports, we are planning to increase our market shares in the countries we currently export to, and to start commercial activities with countries that we do not currently export and have potential. For this, we started feasibility studies. We plan to attend more international fairs and accelerate marketing and advertising activities.

In addition, we are planning to invest in the establishment of assembly plants in different countries abroad, as in the example of our assembly plant in Germany.

Fairs have been largely canceled due to the pandemic, and they have started to normalize recently. Did this affect you? How did you run this process? Did your participation in the fair continue in 2021?

You are right; we could not attend any of the fairs we planned in 2020, both at home and abroad. The pandemic not only affected our lives and habits, but also caused the cancellation and postponement of fair organizations in Turkey and around the world. Under the pandemic conditions, fair organizers have also started to take precautions and organize hybrid fairs. With the process that started to normalize as of this year, the 16th International Conference held in Izmir in June 2021. We

participated in the Agroexpo International Agriculture and Livestock Fair, as well as the 2021 Win Eurasia Hybrid Fair, which was held at the Istanbul Expo Center in November. Attending the fairs again after more than a year and a half gave morale and strength to both us and our customers. We plan to participate in both domestic and international fairs as long as the pandemic conditions allow in the coming period.

I would like to thank you for including me and our PGR sales processes in this issue of our magazine.

Interview
Gülçin Çiçek
Corporate Communications
Specialist
Polat Group Holding



“...we are proud of successfully completing an exciting and enjoyable project and being the first gearbox manufacturer in Turkey to participate in the Turquality brand support program.”

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Common Misconceptions about Olive

FALSE 1

If the color of olive oil is dark green, it is of good quality.

It is not possible to distinguish between quality and poor quality by just looking at the color of olive oil. The characteristics of the soil where the olive oil is grown, the time of harvesting, how long it is squeezed after harvesting and the squeezing technique determine the color of the oil. In addition, as a result of commercial ideas, it is possible to change the color by adding various substances into the oil. Just looking at the color would be misleading.

FALSE 3

Do not fry with olive oil, because the oil will burn!

It is fried, and it is very good. The burning degree of olive oil is higher than other oils. Smoke and burning are different from each other. There is a false belief that frying cannot be done because of the smoke that comes out when some substances in olive oil evaporate. Olive oil is extremely healthy for frying, but at the same time, its health benefits are much greater when consumed raw.

FALSE 2

If olive oil has harsh and astringent taste and lightly burns the tongue and throat, it contains high acidity!

A good olive oil should create a feeling of bitterness on the sides of the tongue and a burning sensation in the throat. This burning has nothing to do with acid; it shows that it has a high amount of antioxidants.

FALSE 4

Olive oil makes you gain weight!

It is known as a calorie food. A good olive oil is medicinal. It helps in controlling appetite and obesity. For this reason, a good olive oil is recommended to be one of the most basic elements for diet programs.

FALSE 5

If you smell olive when smelling olive oil, it is a quality product!

The smell of black olives in olive oil is a very undesirable feature. Black olives are fermented olives, and this smell in the oil indicates that the olive has been squeezed for too long. The fruity scent that evokes freshness when smelled indicates that the oil is well processed and well preserved.

FALSE 6

In order to understand that olive oil is real, it should be checked whether it is frozen in the refrigerator!

It is oil that can freeze at 7-8 degrees. The fact that it does not freeze is related to the type of olive. Blended oils can also be frozen in the refrigerator. This test is not a definitive indicator of whether the olive oil is genuine or not. Checking if the oil is real oil could be made only as a result of chemical analysis.



Actual

Knowledge should mean a full grasp of knowledge: Knowledge means to know yourself, heart and soul. If you have failed to understand yourself, Then all of your reading has missed its call.

The year 2021 has been included among the commemoration and celebration anniversaries by UNESCO on the occasion of the 700th anniversary of the death of Yunus Emre, one of the most important figures of Turkish language and culture. With the Circular published in the TR Official Gazette dated January 30, 2021, the year 2021 has been declared as "Yunus Emre and Turkish Year".

In the published circular;

Due to the 700th anniversary of the death of Yunus Emre, one of the cornerstones of Turkish language and literature, the year 2021 has been included among the celebration and commemoration anniversaries by UNESCO.

Yunus Emre; in his poems, he treated the concepts of nature and human love, tolerance, brotherhood and peace in the purest Turkish and addressed all humanity with these poems, regardless of religion, language or race. It is said that Yunus has managed to become a poet far ahead of his time, uniting around the principle of "looking at seventy-two nations with one eye" and universal human values. Briefly about the life and works of this value;

His life

Yunus Emre was born in 1241 and is thought to have died in 1320 or 1321. There is not much information about Yunus Emre, who came to life in a period full of cruelty with the collapse of the Anatolian Seljuk State and the invasion of the Mongols. There is not much known about Yunus Emre's educational life.

It is known that he knows Persian and Arabic, but it is not known where he received that education. Some rumors say that Yunus Emre was illiterate and

farmed with his father. Since this information cannot be obtained from a written source today, there is no clear information about his education. It is not known exactly what he was dealing with during the collapse period of Seljuks.

With the Mongol invasion that spread to the west in 1241, many artists, mystics, Turkmen and scientists migrated to Anatolia. Yunus Emre was born exactly in this period when cruelty was common, and his successful works have survived to the present day by writing poems on tolerance and inviting the public to love. Yunus has traveled to Anatolia, Azerbaijan and Iran as a dervish. He had visited the cities with many cultural centers such as Damascus, Shiraz, Tabriz, Maras, Nahcivan, Kayseri, Sivas.

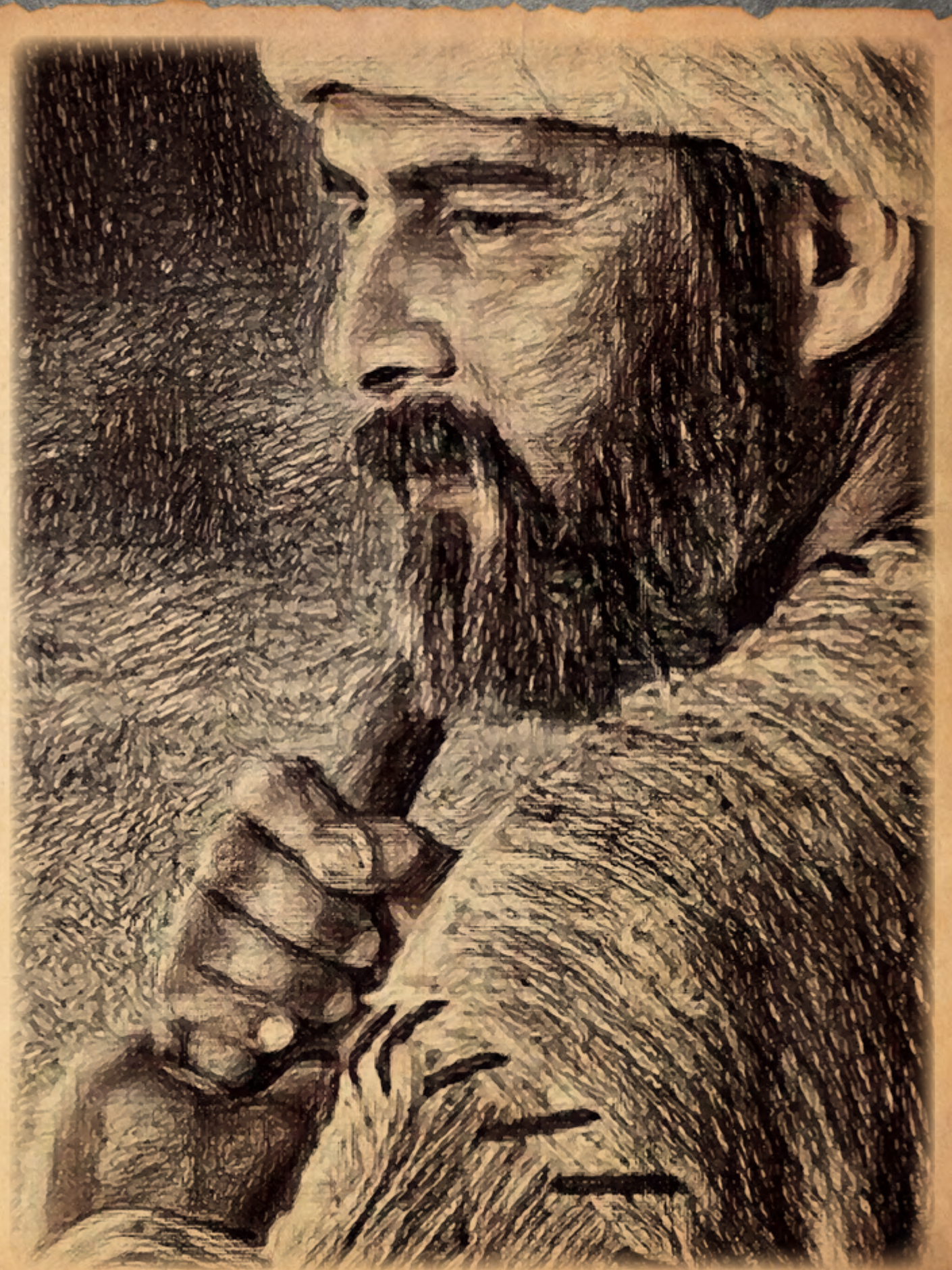
There is no clear information about whether Yunus Emre got married or not. According to a verse he wrote, it is thought that he had children. In each of his works, he stated that his sheikh was Taptuk Emre. He used the name Taptuk Yunus in some of his poems. He also had many words of praise for Mevlana Celaleddin Rumi.

According to some opinions, although it is said that Yunus Emre met with Hacı Bektaşî Veli, there is no evidence of this. It is not mentioned in any of his poems.

His works

There are two different works in which Yunus Emre's poems are included. These are Divan and Risaletü'n Nushiye. In the Divan; Fatih, Nuruosmaniye, Yahya Efendi, Karaman, Bursa copies of Yunus Emre were used. Risaletü'n Nushiye, on the other hand, is a book of advice written in masnavi style and consisting of a total of 573 couplets.

Source: https://tr.wikipedia.org/wiki/Yunus_Emre



A completely different NEW YEAR, Everyone Enters the Same Year Differently

In order to leave the old year behind and welcome the New Year with hope, mankind has been celebrating New Year's Eve in various ways for years. Every culture has its own tradition of celebration. Let's take a look how countries entered the new year, as we start the countdown to 2022. Did you know that tree decoration is actually a Turkish tradition?



They Jump From the Chair and Banish Evil Spirits

One of the most interesting traditions in the world belongs to the Danes. As they enter the New Year, they jump out of the chair to get rid of evil spirits. Spouses, pals, friends, relatives, friends all gather together and jump out of the chair and enter the New Year. Thus, they believe that evil spirits are afraid and flee.

Somersault, 7 Wishes

Brazilians make 7 wishes in exchange for 7 somersaults. The Brazilians, who entered the New Year by rolling over the waves 7 times on the beach, believed that they had 7 wishes in the New Year.



Nardugan

According to our beliefs before the Turks converted to monotheism, there was a pine tree in the middle of the earth. The Turks called this tree the "tree of life" at that time, and according to the beliefs of the Turks at that time, the "War of the Night and the Day" begins on December 22.

After the all-night battle, the winner is the Sun, and this victory is called "Nardugan", meaning that it is "Rising Sun". All the people had prayed to thank God Ulgen for granting this victory. For this holiday, everyone cleaned their houses and dressed in beautiful clothes, and they sang all kinds of songs and played fun games around the tree.

This tree used to grow only in Central Asia, and according to their beliefs, if Nardugan Festival is celebrated by getting together with relatives such as spouses, friends, relatives, life will increase and the new day will bring good luck.



12 Grapes, 12 Months of Happiness

In Spain and Latin countries, there is a belief to enter the New Year with a mouthful. They believe that eating 12 grapes will bring 12 months of happiness. It had to be 12 midnight to eat the grapes.

Raise glass in a toast

Did you know that Russians pour their New Year's wishes into champagne glasses and drink them? First, they write their wishes on small pieces of paper and then burn these papers. They pour the ashes of the burning paper into champagne glasses and drink it.



New Year's Celebration with Lentils

Italians eat lentils as a New Year tradition. They believe that not just lentils but foods that are round bring good luck. After the New Year's Eve, when round foods such as lentils are eaten, it is thought that the whole year will pass with abundance.

Friends Bring Luck

The Greeks and Scots believed that the first person to enter the house after the New Year brings luck, provided that you step with the right foot. In the first minutes of the New Year, relatives and friends would step into each other's house with their right foot and help them spend the whole year luckily.



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