

DAS

ViZYON



www.dasoto.com.tr

Published by DAS Otomotiv ve Jeneratör Tic. Ltd. Şti.

October 2011 / Issue 3 ISSN 96324

Floating pontoons for Kuşadası Marina

Thanks to the floating pontoon designed specially by Marinetek DAS, Setur Kuşadası Marina has increased its mooring capacity from 389 to 457.



PAGE > 6

in this issue

03

DAS shows up in 'Cranes Today' magazine

April 2011 issue of Cranes Today, one of the leading media organs of the global crane sector, mentions the activities of DAS Otomotiv in an article about the global crane market.



05

250-ton TEREX for Öz Volkanlar

One of our most important cities hosting rapidly developing crane and transport sector, Bursa also hosts Öz Volkanlar, one of the masters, a 35-year old crane firm.



06

DAS signature on Topuk Yaylası

Fenerbahçe Sports Club's new training facilities at Duzce, Topukyayla boasts a new floating platform designed and built by Marinetek Das.



11

DAS in IRAQ

We serviced Kubisa Cement Factory in Iraq in the second half of July. They wanted us to find out the faults of a DEMAG AC 335 model 160-ton crane, left unused for a long time because of its failures, prepare the necessary spare parts list, and issue a repair bid.



DAS completes another seminar in Germany

As one of the leading firms of its sector, Hareket Proje Taşımacılığı & Yük Mühendisliği A.Ş. employs the highest number of engineers on staff.



PAGE > 12

DAS Medikal presents ExtenTrac® Elite

ExtenTrac® Elite is a patented, FDA (US Food and Drug Agency) cleared, multifunctional therapeutic device for treatment of patients suffering from severe low back pain and sciatica.



PAGE > 11

Manitex mobile cranes we imported from the USA are very practical machines

Although the truck-mounted Manitex mobile cranes are not much used in Turkish market at the moment, the firm increased its sales by 44% in the Q12011 on year-over-year basis. We expect it to be an indispensable crane for the crane operators in Turkey in the future. The models with or without an operator's cabin have a broad product range with capacities from 17 to 50 tons and boom lengths from 21 to 47 m.

The Manitex 50155SHL crane sold recently to Coşkun Vinç, was mounted on a Volvo FMX truck. Project designing and the modifications and mounting processes on the carrier truck were carried out under the supervision of a technician from Manitex and the DAS team. The unit is user friendly, safe and very comfortable.

Outriggers can be setup quickly and easily with the aid of its remote controls from anywhere around the crane..

When you start to feel the enjoyment of controlling the crane legs by remote control, you want to repeat the same process. Among other things, there are surprises and entertainment awaiting you inside the operator's cabin of the crane. When you enter the operator's cabin, you can see all values relating to the boom height and the load on the display of the safety system PC of the crane. The display shows you the processes you are performing or will perform with mathematical data.

all you have to do is operate the joystick from your seat.

You can lift and lower the load in any direction you want by swiveling the operator's cabin by 360 degrees (infinite swivel). Please remember to turn off the power switch before leaving the operator's cabin. Otherwise, the audible alarm will call you back.

	Max. Load Lift. cap. TON	Boom L. m
Series C 17 - 35,		21.3 - 37.8
Series S 22 - 50		30.8 - 33.5



TEREX in Baku with Comedil 32-Ton capacity luffing boom tower cranes

As an addition to the 3 units of CTT 231 model 10-ton tower cranes working in the SOCAR (State Oil Company of Azerbaijan Republic) Head Office project of Tekfen İnşaat Company, continuing in Baku, 2 units of 32-ton capacity TEREX Comedil CTL 630 tower cranes have also been sent. Since the cranes are bulky due to their huge size, they have been transported to Baku in 64 containers.

2 units of CTL630-32 model Tower Cranes to work in SOCAR head office project:

- Under hook height is 210.4 m.
- The maximum capacity of the cranes that have 50 m-long moving jib (luf-fing) is 32 tons.
- The luffing jib tower cranes enable the crane to perform the tower swivel in narrow working areas, thus making it possible for two cranes to work without hitting each other.
- They are erected on the crane foundation anchored to concrete.
- The HD23 heavy service type tower elements of the crane are 2.3 m wide.
- The ICS computerized control system enables the operator to operate the crane safely with Anti-tipping and alarm-system equipped anemometer.



Dear Friends,

Now that we are publishing the 3rd issue of our Vizyon journal, I think we have achieved the goal we set so far in a period of less than one year. Positive reactions we got from our friends regarding the content is very satisfying. It is being distributed via domestic and international publications and presents a complete picture of DAS Group of Companies. Our intention for future publications, is to introduce more of our works, targets, our products and positive reflections of our customers' satisfaction.

The most crucial goal we achieved in the 1st, 2nd and 3rd quarters of 2011 is to maintain customer satisfaction. We hope to complete the 4th quarter with the same speed. We are sustaining our policy of offering good products by giving priority to quality, like Terex cranes. In summer months, two Presidents of Terex visited DAS Otomotiv at our office in Istanbul and conducted beneficial meetings. Wind license applications we made for Iberdrola Renewables ended up with licenses close to 150 MW in a total of 3 locations in western Turkey. Unless we encounter any obstacle, we intend to plan these in 2012 and launch the process of construction of these windfarms in 2013.

Without a sufficient level of awareness in the operators and administrators executing and operating these cranes; which with today's developing technologies, can be manufactured all of one piece and used to mount relatively heavier parts; the increase in potential safety hazards is something that must be taken into consideration. Today, when zero accident slogans are not materialized and remain on paper, the first thing we need to do is to diagnose these potentially unsafe situations within the field. It is necessary to make safety standards the culture of the companies using these cranes. We hope that the article we present in this issue concerning the construction equipments safety, would draw interest.

Thanks to practices and experiences Terex gains in different countries, have an important place in product development. The results obtained from these practices are spread by Terex, sharing them with sales and service teams of its distributors at different training programs.

Leaving behind summer months and holy Ramadan in which sales were relatively lower, it appears that we will almost reach our 2011 target with some deviation through sales we hope to achieve until the end of the year.

I wish a happy Eid Ul-Adha to our friends and group, and wish them all a healthy and profitable last months in 2011.

Best Regards



COPYRIGHT PAGE

PUBLISHER
KERİM BAŞAKINCI ON BEHALF OF DAS OTOMOTİV VE JENERATÖR TİC. LTD. ŞTİ.

DEPUTY EDITOR
ALİ BAŞAKINCI

EDITORIAL DIRECTOR
SİNAN ERGÜN

EDITOR
PELİN YILMAZ

DESIGN
ERSAN TOPUZ

PRINTING HOUSE
Seba Dijital Ltd.
İkitelli OSB Eskoop Sanayi Sitesi
C1 Blok No:16 İkitelli / İSTANBUL

DAS OTOMOTİV VE JENERATÖR TİC. LTD. ŞTİ.

Gardenya Plaza 5 Kat:2
34758 Ataşehir/İSTANBUL
Tel: 0(216) 456 57 05/06

Type of Publication: YLocal Periodical, published quarterly.
DAS VISION journal is published for internal and external distribution; not sold for money.

ICCI Energy and Environment Fair held

Held annually since 1994, the "International Energy and Environment Fair and Conferences (ICCI)" is one of the important energy events in Turkey as well as internationally.

Held for the 17th time this year in Istanbul with participation of 180 local and foreign companies, ICCI is an important platform as it ensures information sharing about the latest developments and applications in the energy generation technology. The products we featured in the fair this year as DAS Otomotiv: 600-ton capacity, economic and multipurpose, Narrow Track (NT) TEREX CC 2800-1 NT crawler, cage boom cranes used in wind turbine installations. Its advantages especially in the wind turbine installation are as follows;

- By constructing 6-7 m instead of 12 m wide connection roads between turbines, the construction costs are decreased up to 40 percent.

- While dismantling-transportation-mounting from one turbine to the other turbine takes 3-4 days in the standard version, preparing the crane for the next turbine takes only 2-4 hours in the NT version.

- With the standard 4 hydromotors, it is much more comfortable to work in challenging areas.

- Considering the high potential in the wind turbine market and the future equipment need in the 600-ton class, Terex Cranes have adapted the NT version to the special requirements of the wind power plant installations by developing the standard CC2800-1 crawler crane. Even



the passageways are narrowed down to 5 m; the narrow-track CC2800-1 NT saves time and increases the efficiency with its feature of progressing from one point to another with its 102 m boom, LF2 jib, rigging, and counterweights.

- BRONTO Skylift XTD and HLA series platforms with the climbing capacities of 38 meter to 112 meter height used cleaning and repair of the wind turbine blades.

- The Skylift makes it easier to reach the turbine blades thanks to a working basket that stands out for easy and safe working conditions as well. These are platforms that can move easily and rapidly by shortening the assembly and disassembly times as they are truck-mounted and mobile, providing more efficiency in blade cleaning and repair compared to cranes.

- The other methods and equipment that can do the same job do not only

cause danger in windy weather but also require more labor and time.

- The Skylift can also provide the basket with high pressure water with a water tank and pump that can be integrated with the truck. Lighting and electrical energy can also be provided an integrated generator.

- Additionally, research indicates that debris accumulating on the wind turbine blades can in time cause 10 percent decrease in the power generation. Since it is compulsory to monitor the possible fatigue cracks on the GRP material from which the blades are manufactured as well as the end seals on a continuous basis, it becomes important to wind turbine care to select the height of the Bronto Skylift platforms as high as the central height of the turbine blades.

DAS shows up in 'Cranes Today' magazine

One of the well known crane news publisher, Cranes Today Magazine, April 2011 issue, included an article about DAS Otomotiv's activities within the world mobile crane market.

As has been the case for some forty years, Turkish contractors remain a major force in the Middle East. The ability of these contractors to compete with their international rivals depends not just on price, but quality and on-time completions. In the more inhospitable regions, sophisticated product support remains a challenge for all equipment suppliers and many Turkish international contractors have come to rely upon Terex's Turkish distributor DAS Otomotiv.

DAS has established strong relationships with leading contractors such as ENKA, Gama and Tekfen that have a significant foothold through the Middle East, Central Asia and Eastern Europe. DAS has over a dozen service technicians that provide local support to its customers even in very remote regions where support is normally poor-to-nonexistent. Managing



Director Kerim Basakinci says that under its "CARE" Scheme, DAS is providing free-of-charge inspection of cranes at its customer's jobsites from Azerbaijan to Morocco. "We recently sold a fleet of Terex cranes to the heavy crane division of SOCAR (the State Oil Company of Azerbaijan) for

use by Tekfen. They purchased three Terex-Bendini 60 ton A600s RTs, a 30 ton RC 30 RT, a 160 ton AC 160, and a 250 ton AC 250 all terrain and five Terex-Comedil Tower Cranes. This year we expect to sell over 100 new cranes, and we have already passed 50% of our target in the first quarter."

"Peaceful work environment is the biggest factor that makes us advance"

Educated in the US and having worked there in the logistics sector for years, Hakan Küçüköz's path crossed with DAS Makina three years ago. Except customer visits, Hakan Küçüköz is responsible for any subject relating to Genie from sales via our office, through logistic support, international correspondences, service, spare parts and billing to customer satisfaction. In spite of many responsibilities at Das he feels secure there. Hakan Küçüköz states that the harmony in the DAS companies is the biggest advantage for the employees. According to Küçüköz, DAS makes progress thanks to the peaceful work environment arising from the mutual love and respect.

One Day in DAS Makina

We wonder how a day passes in Hakan Küçüköz's life in DAS Makina. While waiting for "long and boring" as an answer, Hakan Küçüköz surprised us and said, "The day ends in the blink of an eye".

According to Hakan Küçüköz, DAS makes progress thanks to the peaceful work environment arising from the mutual love and respect.

Küçüköz says that they lose track of the day thanks to the intensity of work that are indications of DAS Makina's progress. He also adds that they feel happy when their efforts result in a sale, the units get delivered, and when they hear

of the customers' satisfaction at the end. He says that this happiness contributes significantly to their working efficiency.

Half time musician, full time father

Hakan Küçüköz, who reserves his weekdays to Genie, spends all his time off with his two-month-old daughter. Küçüköz who has been engaged in music for a very long time and able to play 15 instruments has added an album to his music career. The only current target of Küçüköz, who continues his music career of 20 years by teaching the primary school children how to play guitar and bağlama, is to grow and rise in his career with DAS.

"If Genie grows out of a baby and starts to run, we also will start to run with it." We are curious about his targets, who is responsible for everything relating to Genie, in DAS Makina. Hakan gives an immediate answer: "It's impossible for us to set a target unless Genie grows. Genie is like a baby in our arms at the moment. It's too little yet. Our paths have crossed with DAS almost simultaneously. Genie has been with us for almost four years. My dreams within DAS are concerned with Genie's future. If Genie grows out of a baby and starts to run, we also will start to run with it. It's impossible to set a target

before growing raising this child. It has already started and will continue to grow. And if God permits, we'll grow with it within DAS.

This my biggest target in my career."



New products of TEREX® 2010-2011



TEREX DEMAG AC 350/6: The mobile crane with the best fuel economy in the 350-ton class. Offering a max. telescopic boom length up to 64 m and additional attachments can be transported onto conventional trucks within a width of 2.55 m.



TEREX DEMAG AC 100/4L: Offering you the most powerful boom and highest performance in its class, this crane is not only the most compact, but the only 4 axle crane offering a 2.55 m standard truck width. New cabin is designed a step forward in terms of comfort, ease of use and safety.



TEREX Genie GS 69 RT Series : Scissor platform suitable to work on rough terrain.



TEREX Bendini RT 100: The rough terrain crane boasts an extra long 53 m boom in its class allowing lifts upto 90 ton. Equipped with a new self removing counter weight.



TEREX Challenger 3160 and 3180: The compact mobile cranes with the longest boom length in their class up to 50 meters on 3 axles and 55-ton and 60-ton capacities.

TEREX DEMAG AC 1000:

The largest mobile crane in the world. With 9 axles, 163 m system length and 1200 ton load capacity, the AC 1000 sets outstanding new standards in its category.



TEREX Comedil CTL 440-24: Tower crane equipped with luffing boom, designed for high rise building constructions. 12 ton and 24-ton capacity in single and double rope rigging.



250 ton Terex AT for Öz Volkanlar

One of our most important cities hosting rapidly developing crane and transport sector, Bursa, also hosts Öz Volkanlar, one of the masters, a 35-year old crane firm.



Öz Volkanlar, founded initially under the name of Önder Vinç, is a company handed down from father to son. The company operated under the name of Önder Vinç for 14 years, and has been continuing to function under the name of Özvolkanlar since 1999. İsmet Kavak, one of the company partners, has been doing this job for 35 years. He has come up through the ranks in the sector. Although İsmet Kavak, who has grown almost together with his job, is also one of the business operators who got caught by the 2007 crisis and entered a period of stagnation, he was able to survive and begun to make investments again. The first thing İsmet Kavak did to recover the business immediately after surviving the crisis was to buy a 250-ton Terex crane by cooperating with DAS Otomotiv. Kavak, who has increased the product gamut of Öz Volkanlar by purchasing 8 truck mounted platforms, two 30-ton machines, 10 Genie scissor platforms after the abovementioned venture that was a first in Bursa, is very happy with his investments.

One to one negotiations are the reason of preference

The reason why İsmet Kavak preferred 250-ton all terrain Terex crane is that

the DAS Otomotiv team visited him personally to explain the features of the machine, and enabled Öz Volkanlar to make the optimum choice. Because İsmet Kavak, who was considering buying another brand crane, found an opportunity to know the cranes closely thanks to the bilateral negotiations he had with DAS Otomotiv, he selected Terex cranes.

In addition to the Terex cranes they bought by cooperating with DAS Otomotiv, the vehicle park of Öz Volkanlar has almost 80 forklifts, 12 semis, 65 Hi-Up cranes. The machinery inventory of Öz Volkanlar, which will be expanded with DAS Otomotiv cranes, has four cranes at this time.

Education is a must

Believing that the qualified personnel will increase the business efficiency, İsmet Kavak attaches great importance to education. Explaining the importance of applied training by saying, "As Bur-

sa VİNÇDER, we have added a course at Hürriyet Industrial Vocational High School. We have apprentice students receiving education there. We both train and employ them." Kavak believes that each firm can employ high quality personnel thanks to this training.

Explaining that, as Öz Volkanlar, they give 70 percent of their services to the automotive sector, İsmet Kavak says the remaining percentage is completed by the construction sector.

Although the DAS Otomotiv and Öz Volkanlar association is very fresh for now, İsmet Kavak's satisfaction seems to provide a connection between the two firms for years to come. They plan to improve their crane investments, with the contributions of DAS Otomotiv.



İsmet Kavak

Öz Volkanlar has bought 10 GENIE GS 3246 self-propelled scissors from DAS Makina

- Height 11.75 m
- Speed 3.5 km/hour
- Lifting capacity 318 kg
- Turning radius 2.29 m
- Wheelbase 1.85 m
- Lifting speed 57/35 seconds

Öz Volkanlar has bought 250-ton All Terrain Terex crane from Das Otomotiv

Terex-Demag AC250-1

- Maximum lifting capacity 250 tons
- The longest main boom in its class with 14-5 m – 80 m
- Reaching 113.2 m height together with additional jib and booms

- 47-ton capacity runner
- 6-axle 12x8x10 drawing/driving system feature
- 279 hp and 612 hp Mercedes engines
- 16 forward, 2 reverse ZF As-Tronic automatic transmission integrated with retarder



Kuşadası Marina expands with Marinetek DAS

Thanks to the floating potoon designed specially by Marinetek DAS, Setur Kuşadası Marina has increased its mooring capacity from 389 to 457.

Kuşadası Marina started to serve as the first marina of Turkey in the mid-1970s. Together with Bodrum and Kemer Marina, it was first investment Turban made in the area of marina operations in Turkey. Kuşadası Marina was the first marina meeting the global standards. As a result privatization tenders, Turban, a state enterprise 1997, it was taken over by Setur of the Koç Group and renamed as Setur Kuşadası Marina. Although it is a world-class marina, the target of Kuşadası

Marina, operated by Setur for 14 years, is to expand its capacity as much as possible. Kuşadası Marina decided to work with Marinetek Das in realizing this expansion in their quest to offer flawless service to its customers.

During our conversation with the Marina Manager Çağlar Altuntaş, we learned that their mooring capacity has been raised from 389 to 457 at the first phase as a result of the 162-meter floating pontoon work carried out with Marinetek DAS.

Çağlar Altuntaş is satisfied with the work done, having said, "We have acquired an additional capacity for 68 new boats thanks to the pontoon built through our work with Marinetek DAS," he stated that Kuşadası Marina has been growing and developing a little more with each passing day.

Occupying 130,000 square-meters of water space, Kuşadası Marina has the largest harbor basin area in Turkey. Since the space of the marina is suitable for this deve-



Yapım aşaması



lopment, it is planned that the marina will host three more floating pontoons.

Construction phase

According to the Marina Manager Çağlar Altuntaş, another and maybe the most important feature of Kuşadası Marina is that it has the largest mega yacht mooring area to the east of Malta. It is located at in western Turkey, in one of the main and most active points in the Aegean region. The largest cruiser harbor of Turkey is also located in Kuşadası and witnesses the most intense cruiser traffic of the country with 600-700 ships a year. Also, adding that the biggest factors influencing the yacht traffic are the historical riches of the region such as Ephesus, Mother Mary, St. John, Altuntaş reveals that Kuşadası Marina is a harbor used very intensively.

It is possible to come across a familiar face in Kuşadası Marina every year, because it has a deep-rooted customer group who have been going regularly to the marina for 30 years. The foreign flagged yachts constitute 75 percent of the frequenters. The lengths of the boats visiting the marina, especially in the summer months, can go up to 110 meters. According to the Marina Manager Çağlar Altuntaş, the Turkish customers of the marina are the boats of the richest businessmen of Turkey and the royal families.

Çağlar Altuntaş states that the biggest difficulty of managing a marina is the bureaucratic troubles. Especially, when a boat part is brought from abroad, delivering it to the boat, the time limitations for the stay of yachts in our country, and visa formalities constitute the challenging part of management. They have managed to minimize these problems thanks to the Marine Tourism Association they established. Altuntaş adds that, discounting such

problems, Turkey is ahead of the world in marina management. Kuşadası Marina has everything one can want, including social areas like tennis courts, a swimming pool, shopping areas, restaurants, and cafes. Çağlar Altuntaş added that Kuşadası Marina will become much more modern and prestigious with new investments in the year 2012, and transform itself to become five-gold-anchor facilities.

The first rail system application on floating pontoon

The first rail system application on floating pontoon

The Marina Manager Çağlar Altuntaş explains how their path crossed with Marinetek DAS as follows: "Marinetek DAS firm was a company whose works and achievements have been followed closely and appreciated by us. We have especially monitored two marinas to which they have sold Marinetek Pontoons recently. One of them is the marina in Göcek, and the

other is the marina in Çeşme. The references we acquired with these marinas were extremely positive. We have witnessed personally that the new pontoons made in Urantaş factory in Fethiye-Turkey are much more successful in comparison with especially the pontoons made in Croatia in terms of both the concrete strength and the reinforcement structure. We have conducted an onsite examination. And DAS firm has developed the rail system for the first time by adapting its models to us. In other words, they presented us the variable cleat pontoon option by blazing a trail. The rail system by which we will adjust the cleat location according to the boat range for the first time for us. As for me, it was a very successful application. Marinetek DAS firm has also become a good choice for us with its price advantage for the products of the same quality. In the work we have performed with Marinetek DAS, the American origin, state-of-the-art underwater piling method has been used, which we can call another first in Turkey. Instead of concrete blocks, we have applied a system piled into the seabed with the aid of diver. This was a very nice thought. We are very glad to have worked with Marinetek DAS for the technology and engineering they use. Another important point for us was that they were listening to our critiques, and finding the optimum solution. I thank especially Mr. Ali Başakıncı here. He has never rejected our requests, and always been in the loop. As for me, that Mr. Ali Başakıncı was taking care of the job when we had even the smallest problem or request is an important factor that makes this firm successful. Marinetek DAS team is a very powerful team. It is a team that is extremely competent and intellectual. Whatever it sells or does, it is impossible for this firm to fail."



Marina Manager Çağlar Altuntaş



We never stop... just keep going...

DAS Otomotiv Service Technician Süleyman Yılmaz shares his impressions of the Polimeks construction site in Turkmenistan

Askabat gets its name from the almost all white buildings in town. It would be well fitting if she were called "spectacular city". The magnificence of the structures by day, the dance of lights by night...

Frankly, if they had described the city before coming here, I couldn't have imagined such a place. Moreover, the better side of experiencing this beauty is that you don't feel yourself a stranger in this country. So much so that you can understand the people when they speak carefully, not to mention the fact that everybody understands your language. While driving around the avenues in the vehicles that are at your disposal when you give a few 'manats', you see construction sites everywhere. Government palaces, ministries, museums, universities, science centers... and obviously the Polimeks sign is in front of almost all of them. One is flattered as a Turk indeed.

Thanks Polimeks...

Although many projects are to be completed this year, new ones are already underway. What's more, the Olympic Village Project, the initial amount of which is said to be 3 billion dollars, has already started. Obviously, this many buildings could not be without TEREX. When I asked the Mechanical Chief Cem Canpolat, "How is it going, do you have any problem with the cranes", I got the following answer that every brand distributor wants to hear: "We are rather busy and our machines are running incessantly day and night. However, thank God, we have had no problems, no failure which will let us down."

And I'm leaving them saying, "I hope this goes on, and we would only visit you just to drink your tea ". Although Polimeks, which has already been working with us, procures all its part and service needs relating to TEREX cranes from 45 tons to 100

tons from DAS, we don't say "then, it's unnecessary to pay a visit", on the contrary, we are continuing our visits considering "if there is anything else for which we can lend assistance". We were in Africa last month. And we have reconquered Turkmenistan this month. You are probably curious about next month... We never stop.....just keep going.



Ongoing DAS Training

DAS Otomotiv ve Jeneratör Tic. Ltd. is continuing to apply planned training programs for Terex Crane groups.

To be able to sustain superior customer satisfaction as a result of product quality along with detailed RD, multi purpose applications, prompt service and spare parts supply; an absolute must is sales and after sales training, a recent one was held in August, subject to 600 tons standard and narrow track lattice boom cranes.

A training program was organized in the Terex facilities in Germany for DAS Project Sales Director Mr. Sefa Güney on standard Terex Demag CC 2800-1 and narrow track CC 2800-1 NT lattice boom cranes in 600 ton class that are well known by Turkish Contractors, Crane Hiring Companies and Energy Investors.

During this question-answer type training course, the main purpose was to focus on the issue of correct and complete information transfer to customers as well as conveying alternative solutions to semi decided custo-

mers. This would open the investors mind in terms of cost and usability.

The buying process of such crane groups with high investment costs, is realized after detailed and long investigation. Especially in Turkey, Crane Hiring Companies try to reduce the depreciation cost of cranes by hiring their high tonnage cranes to very different works availab-

le, namely wind turbine erection, ship ports loading-unloading, steel structure erection etc. This type of training helps sales people to explain boom configuration / price parameter and how to maintain minimum cost - maximum work ratios to customers. Such training would be very effective to eliminate probable question marks and should be repeated for all crane groups.



DAS signature on Topuk Yaylası

Of the facilities built by Fenerbahçe Sports Club in Düzce Topukyayla, the floating platform over the lake bears Marinetek DAS signature.

Topukyayla, a locale by the lake at 1380 m altitude on Bolu mountain, almost 300 km from Istanbul, tied to the Kaynaşlı district of Düzce, is a beautiful piece of nature with public picnic sites as well as the Fenerbahçe Sports Club facilities.

The floating platform required for sailing and rowing training on the lake was built by Marinetek DAS in the winter of 2010-2011. Serhan Üçtepe gives the details of underwater mounting works of the platform carried out in a frozen lake.

Topuk Yayla Adventure

A natural wonder of Düzce city, Topuk Yayla has one of the most beautiful artificial lakes of Turkey. Surrounded by pines, Topuk Yayla pond hosts carps. With 10-meter maximum depth, Topuk Yayla pond is ice-covered for 3 months a year, and has every adverse condition for diving. The water temperature of the pond, where the air temperature drops down to -10 degrees in winters, is 1.4 degrees.

Although the adverse weather conditions and 1380 meter altitude made us a little worried when we arrived at Topuk Yayla as the PF Marine team, we prepared ourselves to such conditions during the meetings we had held before arriving at the pond. We examined the dive tables used in altitude divers and completed all our calculations. Since we would not be able to use in such cold water the diving materials we normally use, we took cold water regulators and dry type diving suits. After storing the materials we would use in a safe depot, we carried out maintenance of the system we use for piling. After marking the piling points with the aid of topographer, we settled in the house we rented in Dipsiz Göl village that is 600 meters down the plateau.

Although the sun showing its face the next day made us happy, it would not take long to see that this was a fault. The fair weather motivated our divers, and we finished some part of the work in the first day by working hard. When we woke up the next day, however, we saw that everywhere was white with snow. In spite of the heavy blizzard, we chained our tires and arrived at the pond. Since the intensifying blizzard

did not let us to work, we came back to home and watched the snow. While waiting for the snowfall to slow down, the blizzard thickened in the following days, and the mountain road to the plateau was closed to traffic. Although the road cleaning works of the snow plow vehicles had initially made us happy, it has demotivated us a little to hear that they also got snowed in. The power lines to the village broke because of the heavy blizzard and wind, and we had a power outage. None of us would have guessed that the wood stove we used in the house would save our lives. The next day, we learned that the mountain road has been opened to traffic again, and arrived at the pond in our vehicle. Although it frightened us a little to see that the pond had frozen starting with the shore, we were determined to fight nature. The divers first broke the ice and prepared a place to dive, and then started to nail the earth anchors into the depths specified in the project. Although the maximum diving time is one hour, our divers began to shiver because of the cold, and went to the wood stove used in the depot to warm up. Diving one more time in the afternoon, they tested the anchors they had nailed with hydraulic pump. Although the adverse conditions were continuing, we resisted nature resolutely in the following days, and nailed and tested all anchors, and then fixed the beautiful platform by tying it to the eyebolts of the anchors we had nailed with chains. It was very satisfying to complete the project faultlessly despite the adverse elements. It has made us, the PF Marine family, stronger to know that no industrial work has ever been done before at this altitude and in frozen waters in Turkey and to achieve a first, and become a great experience for us while proceeding on our way resolutely.



Golden rule for construction machines: Safety

In comparison to the global data, the death tolls in the construction machinery accidents in our country are rather high. At first glance, you can consider the untrained operators as a reason, however, not only the operators but all peripherals of the worksite and the authorized firms also have great responsibilities on this issue. In short, the operators and peripherals must take all the necessary trainings and measures, while the inspection mechanisms must carry out their duties diligently and frequently.

Construction machines are produced to do the works that are impossible or take too long to complete with manpower in the industrial age when the time is very valuable, and they are becoming more advanced with each passing day. This process that started with the steam engine has started to be used almost everywhere with the hi-tech of the present day. Although they are hi-tech products, they are operated by man eventually, and this reveals the obligation of taking the necessary occupational safety measures. After all, when we examine work accident statistics, we see that a considerable part of these work accidents are stemming from human fault.

Unsafe situations and unsafe behaviors

According to a generally accepted view, the causes of work accidents are unsafe situations, unsafe behavior, and the lack of safety inspections. The first one of these factors, i.e. the unsafe behaviors, is related to the operator's physical, mental, and environmental conditions. The operators performing the measuring, controlling, and arranging functions during the working process have to perceive and react continuously. Obviously, they begin to be affected negatively and behave unsafely after a while, as it is impossible for people to work in an incessant harmony with a machine. In case of unsafe situations, on the other hand, the responsibility leaves the operator and becomes general. The unsafe situations covering the whole workplace may stem from numerous factors such as inspection and management faults, storage and stowage faults, properties of the equipments, irregular work, unhealthy environmental conditions, etc. For example, it is possible to see an increase in the work accident rates in the firms conducting production with outdated or neglected machines, and this is one of the principal reasons of the unsafe situations.

One of the most important factors causing the work accidents is the insufficiency of safety inspections. Therefore, safety inspections must be done and repeated frequently by the state agencies and the workplace. In addition to their gigantic dimensions, the great amount of power used by some of the construction machines also means that their operation poses danger for both



the operator and the people around them. Although machine manufacturers take several precautions concerning safety, it is naturally impossible to avoid some risks. Therefore, not only the operator has great responsibilities, but also the peripherals must be careful about this issue.

Each operator must be responsible for his own machine

Together with the growing industry, cranes, forklifts, platforms, and loaders are the top machines used more frequently due to needs. Especially the cranes used in heavy duties may lead to fatal work accidents when they are not used in compliance with the security measures. As is the case with all lifting machines and mobile equipments, the cranes also must be checked through and through (steel ropes, chains, hooks, pulleys, brakes, stoppers, etc.) by an authorized technician within a certain period before running, and a periodic control report must be prepared. These periodic controls have been made compulsory under article 378 of the Occupational Health and Safety Statute.

Cranes and perimeter control

Cranes are machines that can change the place of the load easily thanks to their vertical and horizontal movement ability. However, it is the crane operator, not the machine, who will perform the carrying process without allowing any accident. The reason is the series of rules that must be followed especially while carrying the gigantic loads. These safety rules start with perimeter

control for the operator, and cover a process continuing until the crane is stopped. While bearing the responsibility of controlling the factors such as brakes, ropes, counterweights, controls, the electric wires in the vicinity, etc., the operators must also take care of many factors from cleanness of the operator's cabin to fullness of the fire extinguisher. Besides, the load carried must never be crossed over people and any vehicle unless compulsory. Just like every captain is responsible for his own ship, every operator is responsible for his own machine, and when the operator is not in the operator's cabin, he must definitely keep the switch of the machine at the off position. Many of these safety rules are valid for all machine operators and crucially important.

Figures are bleak...

If we consider that almost all work accidents occur since sufficient measures are not taken and stem from the operator faults, we can see that a great part of these accidents are preventable. In our country, where 170 thousand work accidents occur on average every year according to the year 2009 reports of the World Health Organization (all business lines included), the level of importance given to these measures requires a discussion. According to the figures cited from this report, one work accident occurs every 43 seconds, and one person dies every 110 minutes. These accidents, a bleeding wound beside our growing domestic industry, seem to be irrecoverable without the abovementioned measures and inspections.

UNSAFE BEHAVIORS LEADING TO ACCIDENTS

- Performing the work without proper knowledge
- Absent-mindedness and carelessness
- Removing the machine's protective systems
- Working at a dangerous speed
- Doing something irrelevant to his duty
- Disregarding the working discipline
- Not using a machine appropriate for the work
- Entering the dangerous zone without authority and permission
- Not using the personal protection equipments
- Driving at a dangerous speed

UNSAFE SITUATIONS (General)

- Unsafe working method
 - Unsafe and unhealthy environmental conditions
 - Ungrounded electrical machines
 - Hand tools inappropriate for the job
 - Pressure vessels
 - Dangerously high stowage
 - Uncovered hollows
 - Messy workplace
 - Unprotected machines, workbenches
 - Flammable, explosive substances
- Without a sufficient level of awareness in the operators and administrators executing and operating these cranes; which with today's developing technologies, can be manufactured monolithically and used to mount relatively heavier parts; the increase in potential safety hazards is something that must be taken into consideration. Today, when zero accident slogans are not materialized and remain on paper, the first thing we need to do is to identify these potentially unsafe situations within the field. It is necessary to make safety standards the culture of the companies using these cranes.

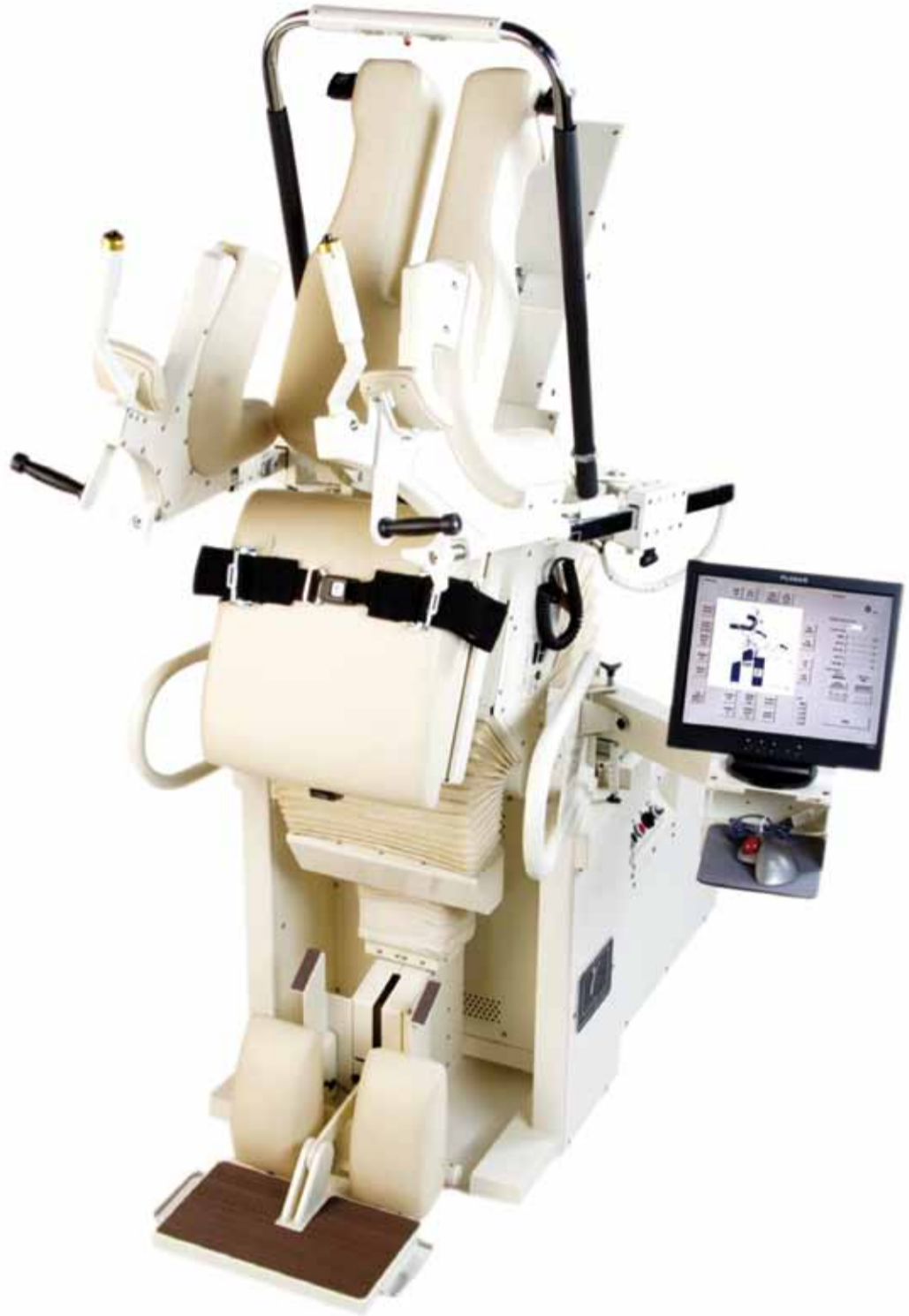
DAS Medikal presents ExtenTrac® Elite

Years ago, Kurt Başakıncı, Chairman of Das Medikal, was treated in the center that has invented this device. Başakıncı, who has visited the US frequently in recent periods to benefit from the device, has undertaken Turkey representation of the device to serve the patients who are unable to go abroad to receive such therapies. Maria Cuccia, Advanced Back Technologies CEO, whom we asked her expectations for the Turkish market with regard to ExtenTrac® Elite, which has received highly positive feedbacks during promotional activities in Turkey, said the following: "We have made this trip to see concretely the position we could reach in the market with our representative DAS Medikal, whom we have selected to cooperate with in Turkey. I'm impressed with the open-ended structure of the market. The information level of the physicians and specialists in charge is above our estimations as well as the state of medical establishments, especially improving with the developing private hospital management business. Besides, the personnel working in the medical establishments are interested in new technologies." Years ago, Kurt Başakıncı, Chairman of Das Medikal, was treated in our center in the US. Kurt Başakıncı, who has visited our center frequently to benefit from our device especially in the recent period, told us that the solution we offer has no counterpart in Turkey, and that it is a technology that would receive attention in the medical market. Kurt Başakıncı, said that they have undertaken

Turkey representation of the device to serve the patients who are unable to go abroad to receive such therapies, though they have never operated in the medical market thus far.

ExtenTrac® Elite, which has fully-computerized automatic or manual treatment cycles, is highly effective in curing patients before surgical intervention. Besides, it also yields good results in shortening the post-op treatment processes. This reduction in the patient costs of the state-backed social insurance intuitions is very important in economic terms. M3D (Multi-Directional Disc Decompression) - freedom and flexibility to place the patient in flexion, extension, lateral flexion, gravitational, axial or antalgic positions prior to, or during decompression. ExtenTrac Elite is rapidly becoming integrated into professional practices, hospitals, and major spine clinics worldwide.

A specialist physician is able to use the machine in full, following three-day training. With the certificate given at the end of the training, the specialists are become the legal users of this device. To get efficiency from the machine, on the other hand, it is extremely important that the patient believes in the machine and the operator trusts the machine.



DAS in IRAQ

We serviced Kubisa Cement Factory in Iraq in the second half of July. They had wanted us to perform a full inspection of a DEMAG AC 335 model 160-ton crane, left unused for 7 years. We had to prepare a report, failures, a spare parts list, and issue a repair bid. After a flight from Istanbul to Amman, we took the road from Amman to the factory near Bagdad in the morning of the second day. After a 7.5-hour land road trip, we arrived at the Kubisa cement plant. Before starting to work, we cleared the dust and dirt accumulated on DEMAG AC 335 as it has been left unused for a long time. Working for three days, we have completed the troubleshooting and spare parts listing. I thank the mechanical engineer Mr. Fadhil Ismail and his team, who had helped me in my work, very much. It was really a pleasure to work with them.



We were able to start it and move it to the workshop on its own power for further work.



DAS Otomotiv Service Expert Nadir Bozkurt's service impressions from the Cement Factory in Kubisa-Iraq



DAS completes another TEREX Demag seminar in Germany

Hareket Proje Tasimaciligi & Yük Mühendisligi A.S. is acknowledged as one of the leading firms of the sector in Turkey as they employ the most number of engineers. Hareket firm Maintenance Manager İskender Angay, whose path has crossed with DAS thanks the importance it gives to training and customer satisfaction, has shared the vision of the firm and the contribution of DAS Otomotiv to the sector with DAS Vision.

Would you tell us about your services and projects as Hareket firm?

We are a maintenance company working under Hareket Proje. Our job is to perform maintenance and repair of all hydraulic and mechanic equipments here, and make them functional again. Additionally, we carry out manufacturing for the heavy cargo transportation. On project basis, our last work was transportation of long wagons. And we also have custom-manufactured constructions. We don't service only our own vehicles. We meet the maintenance, trouble tracking, body, paint needs, etc. of all mobile cranes in the mobile crane sector. We repair the crane booms that occupy a very important position among the crane equipments using special sheets and special welding techniques.

Do you make a selection among the projects? Have you ever said, 'let's keep away from this job'?

We accept all projects which we are able to cope with. In terms of both the engineer personnel and equipment, there is no project which we cannot come through. In terms of development, we are making researches continuously.

We are one of the companies in the crane sector, which employ the highest number engineers. In fact, I'm a Ship Building and Marine Mechanical Engineer. I've worked on ships for years. In the year 1999, Hareket was making a fast advance especially in terms of transportation of the bigger equipments. For example, equipment was being made to carry 300-ton engines of Aksa. Constructions have been built to carry such big cargos. And thus started my Hareket adventure, and it is still continuing.

What is the most difficult stage of manufacturing and maintenance?

The most difficult stage of manufacturing and maintenance is defining the material and the research and development. While designing special equipment, you should be aware of the contents of the material and select the combining equipments appropriate for this material. The manufacturing stage follows the design stage. At this stage, we apply various welding and material procedures without omitting any one of them.

How did your path cross with DAS?

I had known DAS Otomotiv for 12 years. I had heard that DAS has restructured itself and changed the infrastructure completely. Thanks to this revision,



Hareket Bakım Müdürü İskender S. Angay

the vision of DAS have changed a lot. It has shifted to a very good advertisement and promotion system. This was an advertisement system not composed of empty words. It has become a representative prioritizing the customer care and satisfaction, visiting the customer very frequently, and dealing with the customer's problems. Among the representatives in Turkey, DAS is the first number representative.

Due to its said features, it was impossible for me not to meet DAS sometime. In the crane sector, we must keep the vehicles always in good and running order. The vehicle must be able to leave here the moment when the siren blows. When it comes to DAS, you can always find someone to take care of you, regardless if it is spare part supply or technical support. Every company needs to earn money, but DAS gives priority to the customer satisfaction. These are not compliments; these are the truths. That's the biggest reason why our paths have crossed with each other. Besides, DAS is also the representative of TEREX Demag cranes with which we work. The crane profile demanded has changed with the increase in our wind projects and heavy cargo transportation in recent years. Cranes that are easier to transport and erect are preferred. Therefore, we have chosen to reinforce our fleet with TEREX Demag represented by DAS. The more cranes, the more need for maintenance, spare part,

technical documentation, technical service, and support. And the reason why we cooperate with DAS is their ability to meet these needs abundantly.

What are the spare part services you receive from DAS?

Our machines are electronic and hydraulically-supported, and they have different types of parts. Therefore, you cannot use any old part you find somewhere. In line with the developing technology in recent years, they give the safety hardware together with every piece of equipment you buy. We procure the spare parts in two ways: before and after the machine failure. Before the machine fails, DAS accesses the system and intervenes in proactively saying, "Such problems may occur in the systems used this way, so it's better for you to have such parts in your inventory". Or we identify the frequently failing parts in our own archive, and keep a critical amount of stock for them in our storehouse. We procure them through the spare part number in the catalogues provided to us by DAS. We request a quotation from the representative company, and place our order via the representative in consequence of the quotation sent.

How do you define DAS that gives priority to customer satisfaction?

Agile, well-equipped, and polite.

How was the TEREX Demag training seminar held in Germany? Which moments have remained in your mind?

The biggest shortcoming of our crane sector is

there is no effort to run the crane sector and engineering together. Hareket is an assertive company on this issue. Today, there are numerous Turkish companies, especially in the overseas projects. Employing trained personnel keeps the risks at level low. Being open to communication and new developments provides an extra. Hareket attaches great importance to training, because this sector is a dangerous one. A momentary fault causes grave dangers. Several trainings can be given by the factory and representative firm of the crane only. You cannot find that training somewhere else.

So, DAS Otomotiv has created a vision and a training opportunity. They let us have training and vacation together by giving a chance to go and see the manufacturing in the German factories personally, evaluate the operation, and receive theoretical education. DAS has introduced such a training system that after giving the theoretical education, it puts you on the crane and puts the education it has given into practice. The most unforgettable part of the training for me was the factory tours. I've found an opportunity to see the cranes on the assembly line from chassis to the smallest hose. For an engineer, touring TEREX Demag factory is something like watching an NBA match. All of the German engineers there have spared plenty of time for us. They give incredible importance to training. You can get the answer of your each questions in full. This training was of great help to me and my personnel. The practical instructions relating to troubleshooting and solution have also had great impact on us.

Is the importance of training crucial in this sector? Absolutely. Unfortunately, there is no one giving any training in the sector. And this is the source of my love with DAS Otomotiv. No other representative firm says, "You use our cranes, but we don't know whether you use them correctly or incorrectly." Let's give you training at no charge". In this respect, DAS Otomotiv has achieved a first.



TEREX DEMAG TRAINING SEMINAR

Hareket Proje Tasimaciligi & Yük Mühendisligi A.Ş. Machine Maintenance Manager İskender Angay and Zeki Daşdemir, Mert Kızıltan from DAS Otomotiv participated in the Demag training seminar held in TEREX Demag facilities, in Germany on May 2 – 6, 2011. During the training, both theoretical and practical information was given on the Can-Bus control systems and working actions of the telescopic boom cranes up to 350 tons. Stating that the seminar has reached its goal,

Angay said: "The training was held in a period when the qualified, trained personnel are hard to find are becoming more and more important. Therefore, I would like to thank sincerely to DAS Otomotiv authorities who have contributed to organization of this training, especially to Mr. Mert Kızıltan and Mr. Zeki Daşdemir who cared us during the training from a to z and helped us during actions. Wishing that a similar training is also held on the cage boom crawler cranes as soon as possible