

**YORGLASS**

September 2019

SATINATED

Aesthetic touches  
to  
glass



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On behalf of  
YORGLASS CAM SAN. VE TIC. A.S.

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Good News From First Half Of 2019





**Semavi Yorgancilar**  
Yorglass Chairman of the Board

Dear Customers and Friends,

It's been so many years, I really don't even realize, how the time flies.

This year, our Satinated Glass business unit moved to our 4th or 5th production plant since our establishment in 1987, if I am not mistaken. As I mentioned in our previous magazine issue, the technological capabilities of the production lines in our new Smart Plant are unique in the world.

We use technology developed entirely by our own engineers, which meets industry 4.0 requirements.

Looking deeply into its advantages for both of us; our new smart plant provides -most importantly- continuity in automation and sustainability in quality. We measure all possible parameters with sensors and a wide range of measuring devices that we implemented on our new and state-of-the art production lines and direct our production accordingly.

And of course, as always, we are committed to protect our environment. Thanks to these technologies we are continuing to use a minimum amount of our natural resources and invest in our future.

Dear Partners,

You have surely attracted your attention, we have finished our corporate identity and industrial restructuring that we started last year and now we are serving you with our

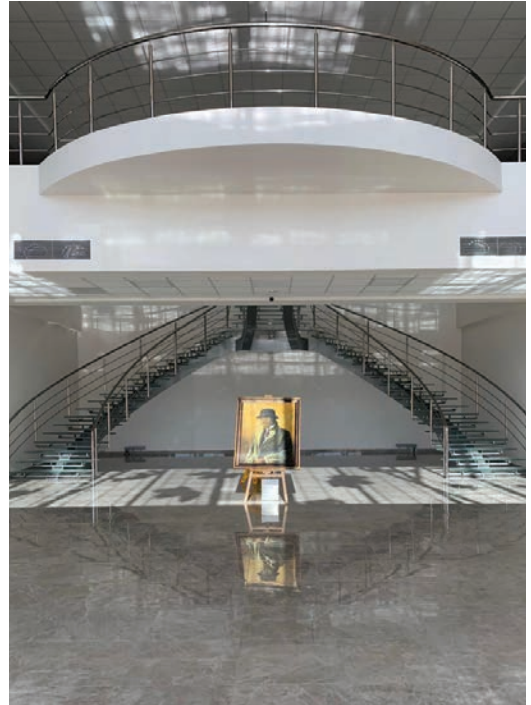
new brand, logo and corporate identity.

Our new company name and also corporate brand of all our 4 business units, Yorglass, is the brand, you are familiar with. You will find detailed information about change of our corporate identity in our magazine.

And at the end of my message, after a very successful 2018, I wish this year will be likewise successful and efficient for all of us.

In the official research of "Top 1000 Industrial Enterprises" of Turkey, we, as Yorglass, proudly went up 70 steps compared to 2017 and ranked 550th in the 2018. Furthermore, we have also risen our position at "Turkey's Top 1000 Exporter List" by 76 steps this year and became 502th in general and 2nd in glass sector.

The importance of our cooperation with you is the key in this success. We'll continue to work hard to keep it that way.  
Greetings,





FROM  
CAM MERKEZI TO  
**YORGLASS**

**45**  
*years*

YOUNG AND DYNAMIC  
BRAND

*Many years together...*

**YORGLASS**

# Change of Corporate Identity and Brand Name

Founded in 1974, our company was operating in 6 different cities in Turkey, with more than 800 employees under its legal entity as Cam Merkezi San. and Tic. A.Ş. and serving with Yorglas, Yorim and Yorsan brands to different industries.

**We are excited to announce; that we have completed our New Corporate Identity Project, started in 2018 in line with Our Company's vision and goals and through the feedbacks from all our business partners.**

**Within the scope of "Being Global and Focused" strategies of our company, which is operating in the field of processed flat glass with its 4 business unites as Home Appliances, Food**

**Displays, Satinated Glass and Flat Glass Trading and exports more than 50% of its production, we gathered all our business units under one single brand: "YORGLASS".**

Our New Corporate Identity and Brand Architecture is as below:

As a result of our brand strategy, we changed also our commercial title and have started to work under our new Commercial

Title as 'Yorglass Cam San. Ve Tic. A.Ş.' after the half of April 2019.

We would like to thank all our partners for your sincere support during this change management process.

Please do not hesitate to contact [marketing@yorglass.com](mailto:marketing@yorglass.com) for any questions.

Yours Sincerely,  
Yorglass Marketing Communications Team



# WE ARE SOCIAL, FOLLOW US!



[/yorglass](#)



[/yorglasssatinated](#)





## B2B a journey in the core of our all activities

**Fabrizio Missich**  
Yorglass Chief Commercial Officer

Dear Partners ,

Leaving behind successful 45 years in the glass industry, for myself passionate 25 years, was an amazing excitement to experience the change of market, people, trends, technology and purchasing behaviors.



Like all other companies, following the industry, trends and its variables, all these changes led us to review and renew our business models .

Starting out with our motto 'We are your passionate and innovative partner focused on sustaining your success', will drive all the organization to listen and understand

customers needs better than yesterday .

Each company defines a journey for its own, sets a target and forms strategies to achieve its goal, best for themselves and all stakeholders in this way.

As Yorglass, we preferred a journey based on the best experiences and relationship

built on a solid foundation with our customers.

Our priority is the value we create for our business partners .

Together with all the team, we discussed and worked out entirely, how the customer life cycle changed and how to create value



for our customers at every step of the journey.

We could have chosen to follow a lot of good paths on our B2B journey, could have created a new trading model to promote our products or bring out digital solutions.

However, in the core of our journey our aim is to eliminate all the friction in life cycle which does not create any value. Listening our customers deeply, asking the right questions to understand their entire business process to find solutions that enables creating value.

How do we perform all of these?

■ We listen our own human resources and create a brand-new B2B culture transformation at home.

■ We pay attention to our customers, create platforms to listen them, use all possible ways to be updated and design operations that will provide efficiency by understanding and analyzing their necessities very well.

■ We aim to establish a relationship that

enables us to be as close to our customers as a partner.

■ We transform all our systems with advanced notifications from our customers and employees.

In order to realize this transition and renewal process without interruption, we have prepared a comprehensive business plan,

including technical and personal trainings, internal and external communication activities, voice of customer surveys and meetings etc.

WE ARE CHANGING OUR PERSPECTIVE and would be very happy to get your nice contributions in the near future.

Your sincerely,







## Investing in Future

**Gülfem Yorgancılar Perçin**  
Yorglass Vice Chairman Of The Board

Dear Friends,

We are growing... I mean not only our company, we all are living in a period of rapid growth with the impact of the digital age and the rate of influence between societies, people, and companies is also increasing at a faster rate.



In this case, it is important to note that the increasing globalization, consolidation and growing influence of business organizations intensify the competition in the market and, hence, increase the role of brand and company image.

### **A Common Responsibility: Investing In Future of Community**

There are many reasons that social responsibility should be given special attention, which can be defined as a set of commitments that the organization should implement in order to strengthen the community in which it operates.

Since our foundation we are aiming to take our responsibility to invest in future of our community and contribute to the education and social responsibility projects for a better society and a healthier environment. Besides the grants for education, health and forestation, we are also contributing to the professional development of our business partners with trainings or workshops within the sector.

We take social responsibility into three main areas of study: environment, education and children and have informed you about our latest investments to take our actions regarding environmental sustainability. In this issue I'd like to share with you our latest projects regarding corporate social responsibility, with the proud of our Family-Yorglass Employees, Partners and our future- Yorglass' Children.



I'm really excited to introduce you our newest and biggest project for children: 'Yorglass Children's Orchestras for Peace'.

Inspired by international initiative 'El Sistema', initiated in 1975 by Jose Antonio Abreu, an economist, pianist and composer from Venezuela who defined the foundation as "a social system fighting against poverty and crime", we are supporting through this great project the music education of underprivileged 80 children with limited opportunities in the city of Izmir, where our company was born.

Supported by professional music teachers and state opera artists, Yorglass Children's Orchestras for Peace experienced the excitement of giving its first concert with world giant names on 30th of March 2019. Accompanied by world famous pianist İdil Biret and orchestra conductor Gürer Aykal, this concert gave us great pride.

On this youtube link, you can also watch our concert night in one minute: <https://www.youtube.com/watch?v=k7SgY3ftR7k>

I will continue to give information about the future activities of our little inspiring artists and share this great excitement with you, proudly...





Grey



Bronze



Antique



Green



Gold



Blue



Pink



CREATE A MOTIVATING LIVING PLACE  
FOR YOURSELF WITH  
*Yorglass Satin Mirrors.*

Combining modern and classic, **Yorglass satin mirrors** will bring a great atmosphere to your living places, that inspires you to look in the mirror and start the day highly motivated!

- Special washing and production process
  - Scratch resistant
  - Non fingerprint
- Available in different colours





## Invest in Turkey, Invest in Yorglass

**Ahmet Uğur Şeker**  
Yorglass CFO

Turkey's economic and social development performance has been impressive, leading to increased employment and incomes and making Turkey an upper-middle-income country. However, growing economic vulnerabilities and a more challenging external environment are threatening to undermine these achievements. Turkey has maintained a long-term focus on implementing ambitious reforms in many areas, and government programs have targeted vulnerable groups and disadvantaged regions.



Despite the improvements, overheating in the economy since 2017 combined with tightening global financial conditions caused a stagflationary environment, heavily being experienced in 2018. Turkey has experienced a market turbulence, by end-2018, the exchange rate declined by 25% and the consumer inflation was around 24%. By the end of September 2018, the exchange rate has become more stable and gross international reserves have risen nearly 20% to US\$99 billion. Starting from second quarter 2019 positive signals are started to be detected.

Turkey posted its first current account surplus in six months in May 2019. On a 12-month rolling basis, the current account deficit stood at USD 2.4 billion, a slight improvement from the USD 8.7 billion shortfall in April.

The net inflow of USD 1.3 billion was obtained from a net outflow of USD 5.1 billion in April, it marked the first net inflow since February this year and an improvement from the USD 900 million inflow recorded in May 2018. Besides the Central Bank's foreign exchange reserves increased by USD 3.0 billion in May 2019, contrasting the USD 2.8 billion drop in April





and the USD 7.0 billion fall in May last year.

Despite upward trending oil prices resulting a price pressure in utility and transportation, consumer prices remained unchanged from the prior month in June 19. On a year on year basis, inflation dropped to 15.7% in June from 18.7% in May. PMI index rose up to 47.9% in June from 45.3% in May resulting from increase in export orders. In addition capacity utilization increased to 77.1% from 76.3% in May 19.

Business confidence among Turkish firms moved back into optimistic territory, the Real Sector Confidence Index rose from 98.9 in May to 102.5 in June, closing the second quarter on a high.

Although a sharp decline in private consumption and investment starting from second half of 2018, the impact is minimized by cutting down the import volume and

increasing the export lines, thus resulting moving from deficit to surplus in the last quarter.

Order books in the next three months improved in June over the prior month and this largely reflected improving domestic new business; which shows the recession had ended in the Turkish economy.

Growth by the end of 2019 is projected to fall to 1.0%, growth in private consumption is expected to return in the 3rd quarter of 2019, helped by minimum wage hike in January and employment support programs. Inflation is expected to decline to around 10% by end-2019, resulting from tight monetary policy.

Yorglass, under this environment managed to grow its net sales more than 30% in 2018, in line with the mid term strategy. This success has been shared by a couple of stakes; for sure

putting our customers at the top of the list.

Secondly the historical inheritance over the past 45 years which is translated to the best quality and innovative products; no doubt putting Yorglass ahead of its rivals.

Last but not the least, placing B2B management at the heart of the operations which lead our customers to get the best customer experience at all times, starting with the main principle that Yorglass is behind its product in terms of quality and technology.

Yorglass will continue to grow, improve and develop in 2019 and the following years as it performed during the past 45 years; our customers' support and contribution will be an indispensable part of this improvement and success. INVEST IN TURKEY, INVEST IN YORGLASS...



## State-Of-The-Art Production, Greetings From Our Smart Plant

**Yavuz Mert**  
Yorglass Satinated Plant Manager

I am very proud of writing this article for you from our new Smart Plant also with our new face. First of all, I would like to thank all of our customers and solution partners, who have trusted Yorglass Satinated for the last 30 years. As the leading professional in this market we export our quality from New Zealand to Canada every day.



All Dear Friends,

As a result of plenty activities, performed with the target of being the address of the pioneering technology since 1989, we held the ground breaking of our new Smart Plant in Manisa/Turkey on 22nd March of 2018 and starting from our 30th year, we continue to produce in our new Smart Plant with the state-of-the-art production lines and increasing production volume.

Located on a land of 64 hectares and have an indoor area of 40,000 m2, our new home will serve for acid etched satin and decorative glass with the latest technology and with this improvement, our production capacity doubled itself and grew almost %70.

Committed to continuous improvement, we will meet all requirements of digital transformation age and all the market challenges by switching to Industry 4.0 with

its fully automated production lines.

**Second Investment to improve the customers' operations: Jumbo Size Satin Glass**

Endless and bigger size panels enhance the aesthetic and architectural results.

Besides, we have also a new investment and innovation for our product range. We started



to produce 3.210x5.100 and 3.210x6.000 mm Jumbo size glass at our new Smart Plant in Manisa, ready to be sent to our entire global export network. Thanks to our new and cutting-edge production technologies, we will be also able to produce special sizes for special customer projects.

With this investment, we aim to provide you the opportunity to reduce the wastage and time losses during your daily operations and improve the production efficiency.

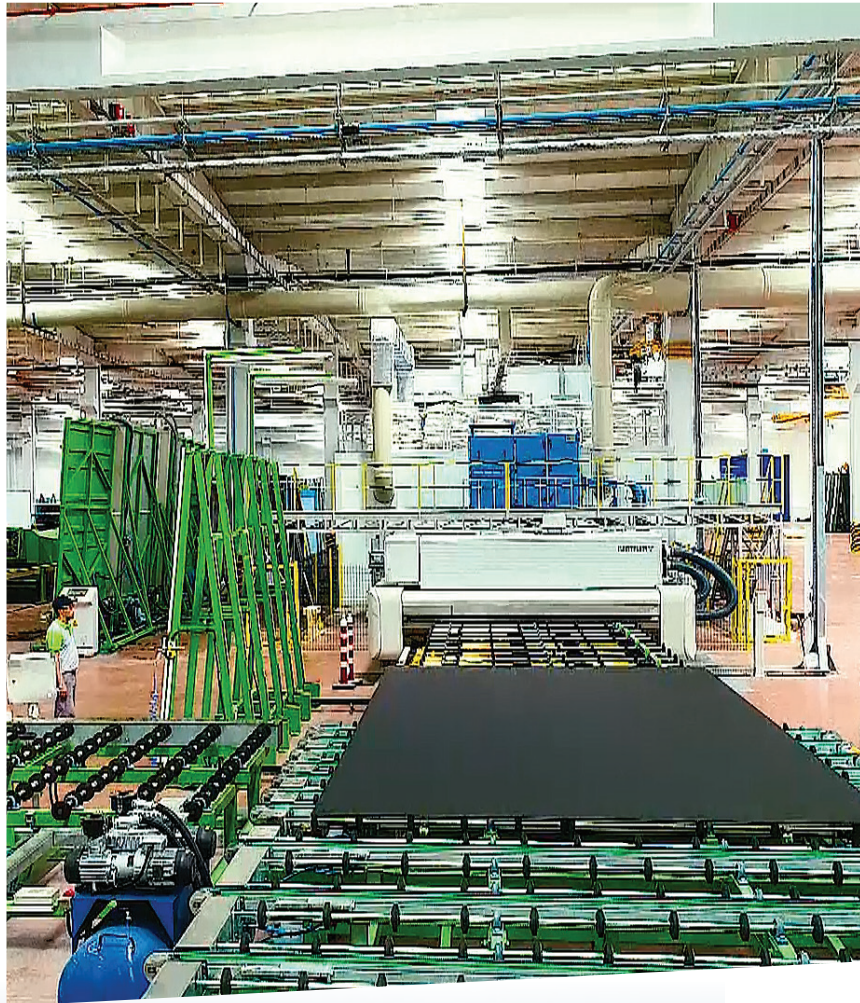
As you already know, Yorglass is our group company and there are 4 different business units under this name: Trading, Satinated, Home Appliances and Food Displays.

One of this units, our sister business unit, Yorglass Food Displays also moved to Manisa and joined us this year. We are all here as a big group family, waiting your visits.

I would like to thank each of you for being with us in this difficult and long period of moving. Believe me, we all tried our best not to wait you and your valuable orders.

Thank you very much all of your patient and understanding to all my team.

Now we are waiting for hosting you at our new big home. Please visit and join us in this exciting journey.



Make Room for Creativity In Your Workplace With  
**YORBOARD Crystallux Magnetic Boards**



\* Easy to clean  
\* Aesthetic  
\* Productive



Yorboard, can be freestanding or movable, with writable and erasable surfaces, its finger print free feature as both magnetic and non-magnetic standard products.

Yorglass create endless design possibilities with beautiful glass finishes and custom colors options. Every glass board surface is smooth and durable. Finger print free feature is also an advantage!

#### **Advantages;**

- Finger print free
- Soft and silky touch
- Consistent finish and appearance
- Does not peel or discolor like films
- Does not scratch off like coatings
- The ease of cleaning and resistance to marks & stains
- No degradation, nor wear, does not pickle or discolor, and will not change over time
- It is resistant to common cleaners because it is not an additive, or a bonded layer.





## We are Working for a Sustainable Future

**Hakan Yorgancılar**  
Yorglass Board Member

Dear Partners,

Reading from the beginning till the end, this Yorglass Issue seems like a 'great news magazine' from our side. Hope, yours is also on the same and even better conditions.

Written about our new milestones, our new brand strategy and first smart plant, representing the next generation of the company, I would also like to give you additional good news about the future of our company.

As the leading and fastest growing glass processor in Turkey since 1974, we had another great achievement in the last quarter of 2018.

Led by Taider, the Turkish Family Business Association, who concentrates on encouraging Family Companies to create sustainable businesses and make a difference for workers, environment, community and also next generations, in cooperation with FBN -I (Family Business Network International), we participated in the POLARIS (North-star) - Sustainability Project and were audited for our people, community, environment and future generation's approaches by external - independent auditors.

Aiming to determine businesses' existing situation in the sense of sustainability and discover leverageable areas, this great project gave us the opportunity, to compare our scores, given by the auditors, with the other businesses that have joined the study (benchmarking), and define the improvable areas in the evaluation section.

After a 3 Months evaluation process, we honorary lift the trophy of sustainability!

During 6th National Family Businesses Summit by Taider, we are honored to be the Winner of 'Polaris - Sustainability Award in Family Companies" on 2nd of November 2018.

We are very proud to be involved in this great project and will remain focused on the further

growth and development of our business in line with valuable feedbacks of our Business partners.

Strengthening our pioneering position in our 45th year in the glass sector, we will continue to create differences with our efforts in the field of sustainability and will be proud to share on the next issues.

See you next big step!



# YORGLASS

## THE STAR OF SUSTAINABLE SUCCESS

Strengthening our pioneering position in our 45th year in the glass sector, we will continue to create differences with our efforts in the field of sustainability.

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## YORGLASS TRADING

Pioneer glass importer in Turkey, YORGLASS TRADING offers widest product range with over 150 different type of glass and more than 70 suppliers from all over the World.

Commanding a steadily growing market share on the strength of its local network and successful service since 1974, Yorglass Trading has started also exporting to all over the world.

Mr. Guclu Akkurt, Purchasing and Business Development Manager of Yorglass Trading, working for Yorglass Trading for 2,5 years, answered our questions about our well-experienced Business unit.

Enjoy reading our short interview!

# Meet Yorglass Trading and Discover our Versatility

### When was Yorglass Trading founded, what is its field of activity?

Yorglass Trading was founded in 1974 and its field of activity is supplying all kind of float glasses to its customers in Turkey and all over the World.

### In which sectors you are active in Turkey? And what is your client' sectors that they active.

We are active in float glass distribution business for many different sectors using flat glass. Our clients are mainly from

architecture, home appliances, food displays, furniture and interior design sectors.

### You have a very wide range of products in flat glass. Could you tell us a bit about your products?

As Yorglass Trading, we offer widest product range to our customers in all over the world from float glass to antic mirrors, from reflective to tinted glass.

We always have clear float, tinted, reflective, low iron, clear laminated, patterned,

hard low-e, soft low-e, spy mirrors, anti-reflective, antique mirrors and silver mirrors by thicknesses from 2mm to 19mm with various dimensions (3660\*2440 /2500 - 3210\*2550/2400/2250/2100/2000/1900 - 2440\*1830 etc.) at our warehouses, which are located in Izmir.

### Besides Turkey, which countries does Yorglass Trade offer services? How many countries do you export?

We are very powerful in domestic market and we have a very well experienced team to give the best service to our customers.



Currently, we have customers in 15 countries from 4 continents.

**Could you give us information about your plant and organisation?**

We have two warehouses located in İzmir with total capacity of 14.000 ton float glass. Our team members has at least 10 years' experience in glass sector. They are developed to take care of our customers and provide them the necessary technical support.

**What are the future plans of your organisation?**

Our future plan is being considered one of the best sources in glass world on people's minds when it comes to glass. Therefore, we always pursue perfection and operational excellence in every step of our service. We follow up our industry and its trends and always aim to achieve the level of service that will take customer satisfaction to the top.

**Which are the key points that make you different?**

Our key points are unquestionable passionate, innovative service quality,



technical know-how on glass business and unconditional customer satisfaction for 45 years.

**What is the message that you want to give Yorglass customers?**

Every Yorglass customer is equally important and we see each of them as our business partner. As Yorglass, we guarantee that our customers will experience by far the best service quality and smooth operational excellence until the arrival of the best glass products to their warehouses safe and sound.

“ Our key points are unquestionable passionate, innovative service quality, technical know-how on glass business and unconditional customer satisfactions. ”





## Big Enough to Save More: Have You Met Our Jumbo Glass Solutions?

**Belce Karaman**

Yorglass Satinated Marketing and Sales Supervisor

Dear Friends,

On our last magazine, we proudly announced that we will be able to produce the biggest sized, Jumbo sized acid etched glass (satin glass) with our new plant investment from the beginning of 2019.

As we promised you, I am writing this article with a great passion, to inform you officially, that we have just began to produce 3210x5100 mm and 3210x6000 mm jumbo size etched glass in our new Smart Plant in Manisa with the state-of-the-art production technology.

You know us for more than 30 years in this industry. Yorglass Satinated has the most stylish, aesthetic and practical etched finished products, available as one and double sided versions, which are the most effective solutions for variable applications in architecture and furniture: glass doors, shower doors, kitchen cabinets, table tops and many other applications.

As all of our other etched glass ranges, Jumbo size etched glass can be also tempered and laminated in the same manner as un-etched or small size glass, applying lamination to the un-etched surface.

All Yorglass Satinated products have a perfect match with all the process, that can be applied on the glass thanks to their advantages such as; consistent finish and appearance, maintenance free, more mar-resistant than sandblasted glass, does not peel or discolor like films and does not scratch off like coatings.

Thanks to this bigger size of glass, you will have more effective and efficient solutions for

your finished products. You will reduce your wastage depends to the optimization and the preference of your order.

Last but not least, we are able to load these sizes by Containers for overseas. If the size is 3210x5100 mm, you will receive your load by 20' Open Top Container without wooden boxes, if your choice is 3210x6000 mm, which is the biggest size we have, then it will be loaded by 40' Open Top Container without boxes again, but with A Frame. As always, easy to unload and also time saving.

Thank you for partnering us for this exciting

new progress of our smart plant, new production technologies and products.

We are waiting for you to come and see our new big facility with our latest technology and online traceable production lines, which guarantees our sustainable production quality. Committed to continuous development, we are always taking your all requests and demands seriously and taking the necessary steps to set new standards in the glass processing industry.

Always here for you.





# JUMBO SIZE GLASS

## WITH THE LATEST TECHNOLOGY

Yorglass started to produce Jumbo satin glass at its Smart Plant with the state-of-the-art production technologies.

Yormat, Yorlux, Dubmat Series will be available in Jumbo sizes:

- One and double sided acid etched glass
- Thickness: 3mm - 19mm
- Sizes: 3210x4500mm (126" x 200")  
3210x5100mm (126" x 200") 3210x6000mm (126" x 236")
- Available on Clear, Low Iron, Grey, Bronze float glass
- Less wastage of glass
- Time saving advantage
- Safe container shipments for overseas destinations (by open top container)







## Same Spirit On Both Side: Double-Sided Glasses

**Burcin Heyfegil**

Yorglass Satinated Marketing and Sales Supervisor

Hello everyone!

“A common point of new aesthetic values meet with the quality of service that you are already familiar.” You already saw this sentence before, I suppose. This belongs to “Equalis®” which is the most special glass range of our portfolio.

When I first joined to Yorglass Satinated Team 2 years ago, Equalis® was the most impressive product-serie, I met. I remember like yesterday that I found them magical, especially the “Illusion” (off the record )!

Processed with a different manufacturing technique, Equalis® is designed with a new aesthetic touch and are easily available to use for interior applications like Office & Home Furnitures, Kitchens and Bathrooms. These special designs add not only depth view to your living places, but also create a natural light diffusion to achieve high value in appearance.

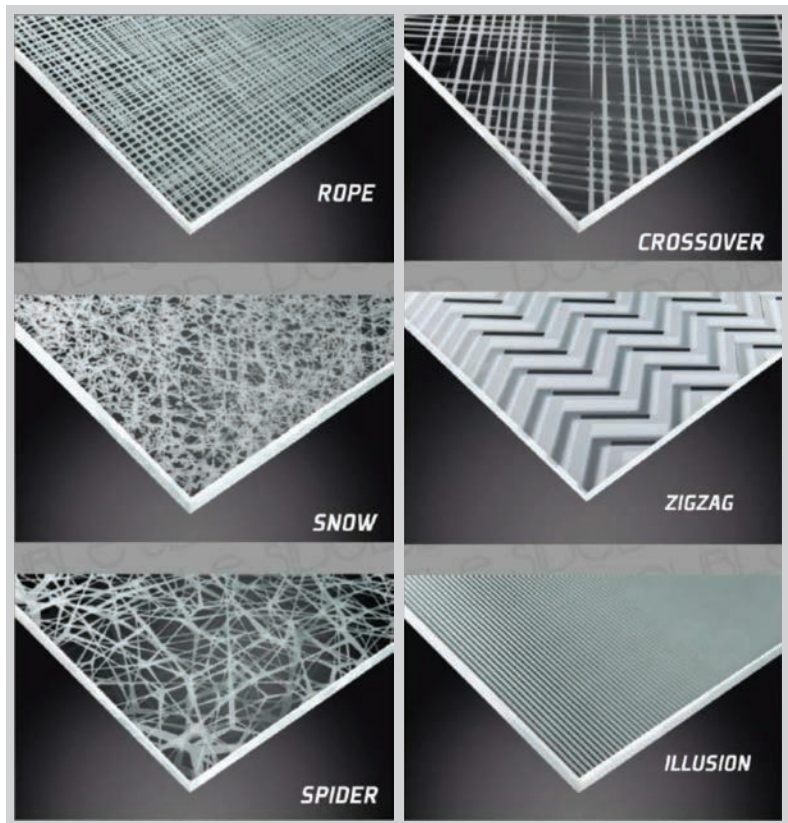
### “Feel the Same”

Our satinated finished product solutions, which have strengthened their position in the decorative glass industry, offers now also double sided options.

### Now you may

As you already experienced lots of times, Yormat had the most consistent finish in the market with its classy surface, which creates excellent privacy, presents Low Reflection and provides you Privacy/Light Control in your living places.

Thanks to “Dubmat” you may also feel the silky touch and the smooth surface on double side of glass.



### EXCELLENT PROPERTIES

- High value in appearance
- Consistent finish on both sides
- Creates excellent privacy
- Natural light diffusion
- Low reflectance
- Privacy/light control





**DIFFERENT  
PLACES**

**SAME  
FEELING**

**EQUALIS**

Double-sided  
glass solutions

**Yorglass Equalis.**

Multiple spaces with  
a simple solution.





## The Standard Set of Terminology for Logistics: Incoterms

**Mehmet Baris Ozcelik**  
Yorglass Satinated Logistics Specialist

Hello from the Logistic World of Yorglass!

In this issue, I would like to explain The Incoterms 2010 rules very detailed and deeply. They are so important standard sets of trading terms and conditions designed to assist traders, when goods are sold and transported.

Please do not forget that each Incoterms rule specifies;

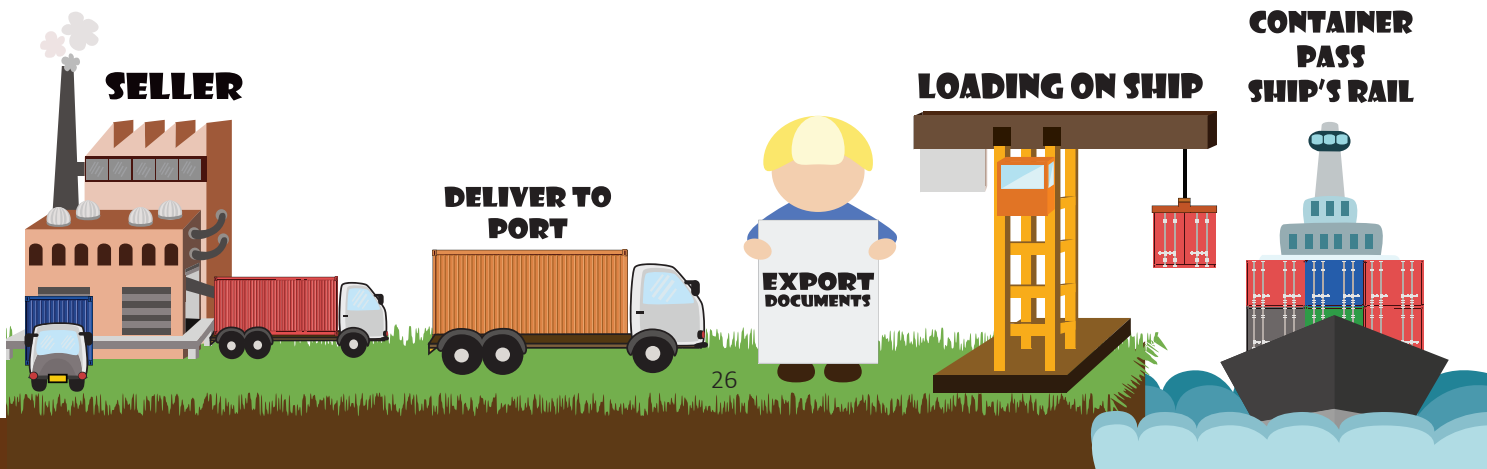
- the obligations of each party (e.g. who is responsible for services such as transport; import and export clearance etc)
- the point in the journey where risk transfers from the seller to the buyer

**Another useful way of classifying the rules is by considering;**

Who is responsible for the main carriage – the buyer or the seller?

If the seller is responsible for the main carriage, where does the risk pass from the seller to the buyer – before the main carriage, or after it?

RULES FOR ANY TRANSPORT MODE	RULES FOR SEA & INLAND WATERWAY ONLY
<ul style="list-style-type: none"> <li>■ Ex Works EXW</li> <li>■ Free Carrier FCA</li> <li>■ Carriage Paid To CPT</li> <li>■ Carriage &amp; Insurance Paid to CIP</li> <li>■ Delivered At Terminal DAT</li> <li>■ Delivered At Place DAP</li> <li>■ Delivered Duty Paid DDP</li> </ul>	<ul style="list-style-type: none"> <li>■ Free Alongside Ship FAS</li> <li>■ Free On Board FOB</li> <li>■ Cost and Freight CFR</li> <li>■ Cost Insurance and Freight CIF</li> </ul>



**THIS GIVES US THESE FOUR GROUPS:**

- Buyer responsible for all carriage – EXW
- Buyer arranges main carriage – FAS; FOB; FCA
- Seller arranges main carriage, risk passes after main carriage – DAT; DAP; DDP
- Seller arranges main carriage, but risk passes before main carriage – CFR; CIF; CPT; CIP

**EX WORKS (EXW)**

This rule places minimum responsibility on the seller, who merely has to make the goods available, suitably packaged, at the specified place, usually the seller's factory or depot.

**FREE CARRIER (FCA)**

the seller is responsible for export clearance; the buyer assumes all risks and costs after the goods have been delivered at the named place.

**CARRIAGE PAID TO (CPT)**

The seller is responsible for arranging carriage to the named place, but not for insuring the goods to the named place. However delivery of the goods takes place, and risk transfers from seller to buyer, at the point where the goods are taken in charge by a carrier

**CARRIAGE AND INSURANCE PAID TO (CIP)**

As with CPT, delivery of the goods takes

place, and risk transfers from seller to buyer, at the point where the goods are taken in charge by a carrier

**DELIVERED AT TERMINAL (DAT)**

Seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination.

**DELIVERED AT PLACE (DAP)**

Seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination.

**DELIVERED DUTY PAID (DDP)**

The seller is responsible for arranging carriage and delivering the goods at the named place, cleared for import and all applicable taxes and duties paid (e.g. VAT, GST)

**FREE ALONGSIDE SHIP (FAS)**

Seller delivers when goods are placed alongside the vessel (eg. on a quay or a barge) nominated by the buyer at the loading place named by the buyer at the named port of shipment.

**FREE ON BOARD (FOB)**

Seller is deemed to have delivered when the goods are loaded on board the ship nominated by the buyer at the named port of shipment.

**COST AND FREIGHT (CFR)**

Seller arranges and pays for transport to named port. Seller delivers goods, cleared for export, loaded on board the vessel.

**COST INSURANCE AND FREIGHT (CIF)**

Seller must contract and pay for costs of carriage to bring goods to named place of destination. Seller fulfils its obligation to deliver when it hands the goods over to the carrier and not when the goods reach the place of destination.

As your reliable solution partner since 1974, you can always trust us to operate in the right way, does not matter, which incoterms is your choice. The first thing in this context is your preference and your comfort. Generally we are working with our partners as FOB, CIF, DAP and EXW which are the most preferable and suitable ones.

Please remember, if you have any questions about any logistic matter, not only for our products but also for your other supply sources, you can always contact me. I am here to assist you.





## Stay Safe With Yorfloor®

**Ogulcan Calpur**

Yorglass Satinated Marketing And Sales Specialist

Hello Our Partners,

Today I would like to mention about our magnificent series of Yorfloor®, which has a great anti-slip property in the glass world.

This is the most elegant and preferable series of our range. As you know, we have 6 patterns, which are as diverse as their inspirers from nature. But the standards for their applications remain the same: We aim to inspire you with our first class flexibility, quality and reliability. Let's look at the details of these beauties.

### Certificated Safety

The special Yorfloor® collection for flooring and glass stair projects consists of 6 patterns in total. Each of these patterns was tested and certified by the leading European Work Safety institution "IFA" for their anti-slip degrees.

### Take security one step further by using the Yorfloor®

As a decorative and functional decking material, Yorfloor® by Yorglass Satinated provides you clear added value for your applications with its

unmatched features.

### Anti-Slip Safety

In accordance with DIN 51130 (2010) Standard and R10,R11 and R12 safety classes, Yorfloor® is also suitable for use in parking areas, traffic paths, entrances, sanitary areas and indoor or outdoor stairs.

### Abrasion Resistance

Yorfloor® stands out with its guaranteed performance through its abrasion resistance. According to EN 13748-2 Standard Yorfloor® is classified as HG class floor tiles with an average of 9 cm3/50cm2.

Since I am always dealing with scoring the projects for some regions, believe me, you will be one step further with this privileged glass range.

Please do not hesitate to contact me if you have any questions.

Yours sincerely,



**Yorfloor stairs will be welcoming you at our Manisa Plant**

### ENHANCED PROPERTIES

- Standard sizes 321x225cm or 160,5x225cm
- Consistent finish and appearance
- No degradation, nor wear, does not pickle or discolor, and will not change over time
- Soft and silk to the touch
- Any process such as cutting, polishing, or beveling, it allows easy bending, lamination and temperate toughening
- Ease of cleaning and resistance to marks and stains
- Resistant to common cleaners because it is not an additive, or a bonded layer
- Does not peel or discolor like films
- Does not scratch off like coatings





## FEEL THE CONFIDENCE OF SOLID SURFACE WITH YORFLOOR

Sometimes the most pleasant moments end with a tiny loss of balance.

If Yorfloor anti-slip flooring glass is the place you step on, the fun continues without interruption. Enjoy maximum safety and entertainment with Yorfloor, tested by IFA, Europe's leading safety agency.

## Pioneer for Etched Glass Production Yorglass Showcased its Newest Solutions and Investments at Eurasia Glass 2019

Standing out with its unmatched product range and privileged service concept in the industrial glass production, Turkish glass processor Yorglass presented its new brand name, customer-oriented solutions, innovative technologies and new services for glass industry at the Eurasia Glass in Istanbul.



As the leading and fastest growing glass processor in Turkey, Yorglass was represented at the exhibition by its business units Yorglass Trading and Yorglass Saturated.

### Many good reasons to celebrate at Eurasia Glass: New Brand Strategy and First Smart Plant

Being aware of the responsibility, coming with its leading position in the market and by foreseeing the rapidly changing needs of

the market, Yorglass is continuing to invest not only in its production capabilities, but also market positioning activities. At the Eurasia Glass 2019, Yorglass launched its new brand strategy to its entire global network for the first time.

It was also announced at the event, as a result of plenty activities, performed with the target of being the address of the pioneering technology since 1974, Yorglass started to serve from its first smart with the state-of-the-art production lines and

increasing production volume.

With the widest product range in its industry, which are used in more than 60 countries from Australia to United States, from Venezuela to Korea, Yorglass focuses on continuous improvement and takes its sense of production one step forward with new investments.

To share our next big milestones, we will be very happy to host you at the next Eurasia Glass in Istanbul between 7-10 March 2020.



# China Glass 2019 Came to a Successful End Hope to meet you in 2020 too!

As your passionate & innovative solution partner, sustaining your success, we have taken our place at the 30th China International Glass Industrial Technical Exhibition, between 22-25 May 2019 in Beijing.

**SAVE THE DATE**  
 China Glass 2020  
 14-17 April 2020  
 Shanghai



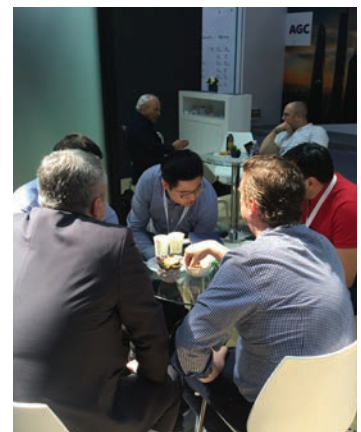
China Glass 2019, organized by the Chinese Ceramic Society and contracted by Beijing Zhonggui Exhibition Co., Ltd., was brought to a successful conclusion.

As the largest exhibition of the global glass industry in 2019, the exhibition area of China Glass 2019 reached 106,800 square meters, 33% higher than the previous one. 905 manufacturers from 28 countries and regions participated in this exhibition, including 665 domestic manufacturers and 240 foreign manufacturers.

On our booth E2-075 we hosted our valuable guests from all over the world with a great interest and passion.

As the most influential professional exhibition in the global glass industry, the China Glass exhibition is always committed to providing business talk platform for global glass industry so as to enable the industry innovation and to contribute to the high-quality development of China's glass industry transformation and upgrading. China Glass 2020 will take stage at Shanghai New International Expo Centre on April 14-17, 2020.

We long for our next gathering in Shanghai and hope to see you also there!





# GOOD NEWS FROM FIRST HALF OF

# 2019



## AWARDED SUCCESS

Vice Chairman of the Board and Chief Human Resources Officer of Yorglass, Gulferm Yorgancilar Percin is elected as the winner of this year's 'Most Successful Business Woman Award' granted under 8 March International Women's Day by AEGEAN BUSINESS WOMEN'S ASSOCIATION (EGİKAD) in Turkey.

## OUR EXPORT INCREASE CONTINUES UNABATED!

Turkish Exporters Assembly (TIM), which performs every year "Turkey's Top 1000 Exporter" has announced the most successful exporters in Turkey. Exporting more than 60 countries all over the world, Yorglass has risen by 76 steps this year and became 502th in general and 2nd in glass sector.





### **GREAT LEADERSHIP, GREAT PROJECT!**

IDC Leader book, expressing the best practice projects in technologic development in Turkey, is published also for 2019 and in this publication, our Chief information officer (CIO), Mr. Hakan Ucar is elected as one of the 100 Leaders in the field of information technology, who makes a difference. In this issue of the book, our new Smart Plant in Manisa is also stated among the most prominent projects of 2019.

### **PIONEER IN OPERATIONAL EXCELLENCE**

Operational Acquisition International Magazine, which is regarded as the voice of the modern business world, has announced the winners of the 2019 Global CFO Awards. Chief Financial Officer of Yorglass, Mr. Ahmet Ugur Seker is elected as the winner of Operational CFO of the Year 2019.

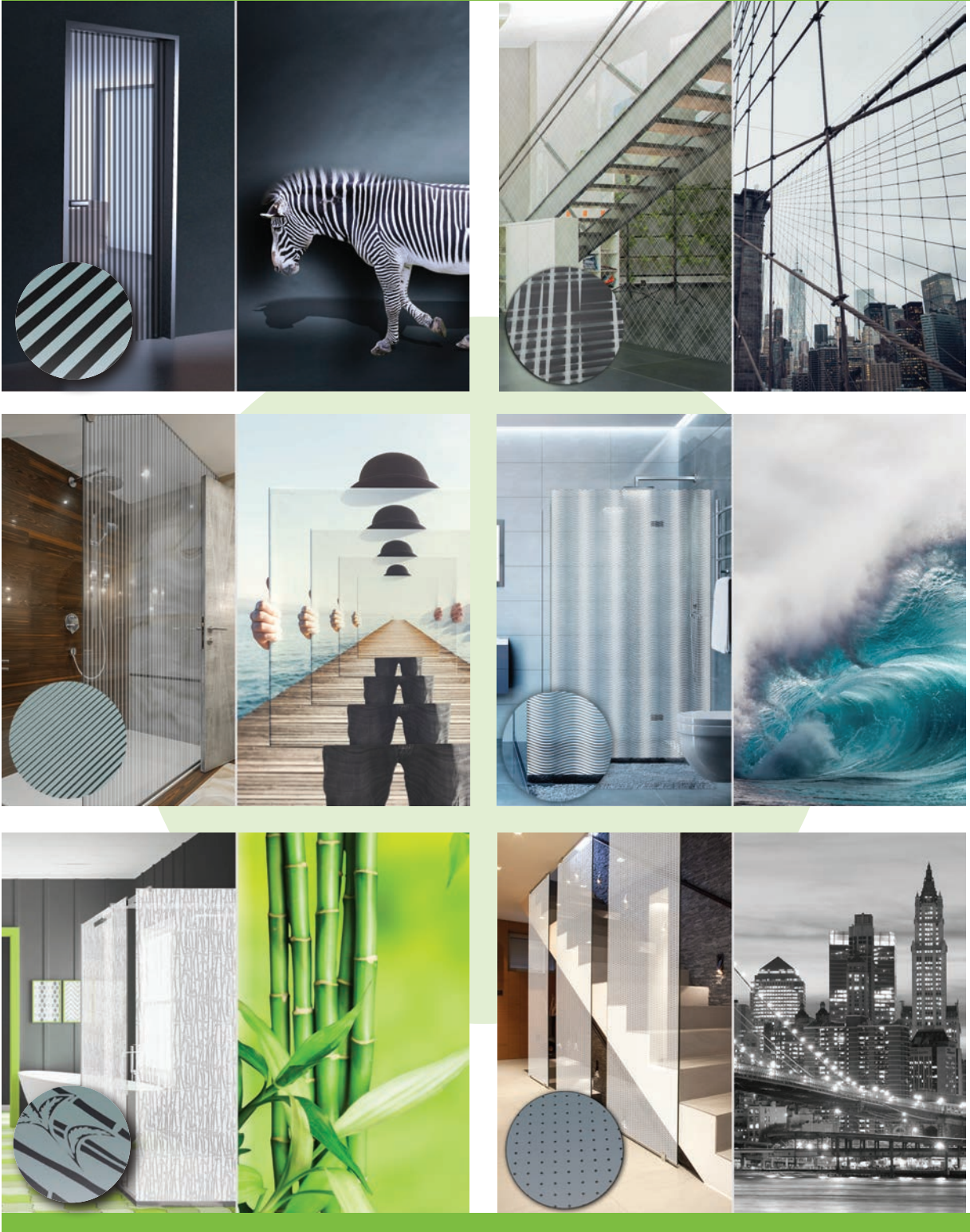


### **YORGLASS - ONE OF THE BIGGEST ENTERPRISE OF TURKEY**

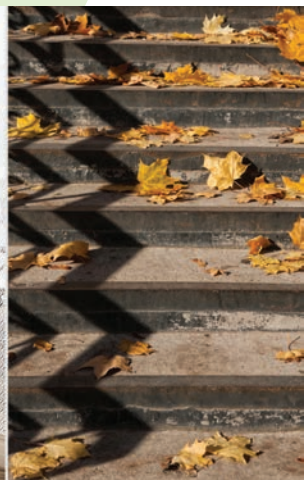
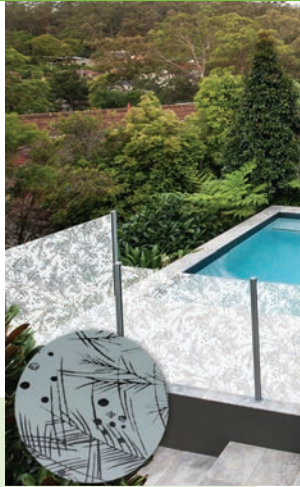
Istanbul Chamber of Industry (ISO) has announced the list of second "Top 500 Industrial Enterprises" of Turkey. As the fastest growing glass processor in Turkey, we proudly went up 70 steps compared to 2017 and ranked 50th in the 2018 survey.



Inspired by nature, Yorglass Satinated offers more than 100 innovative designs. Contact us for more...







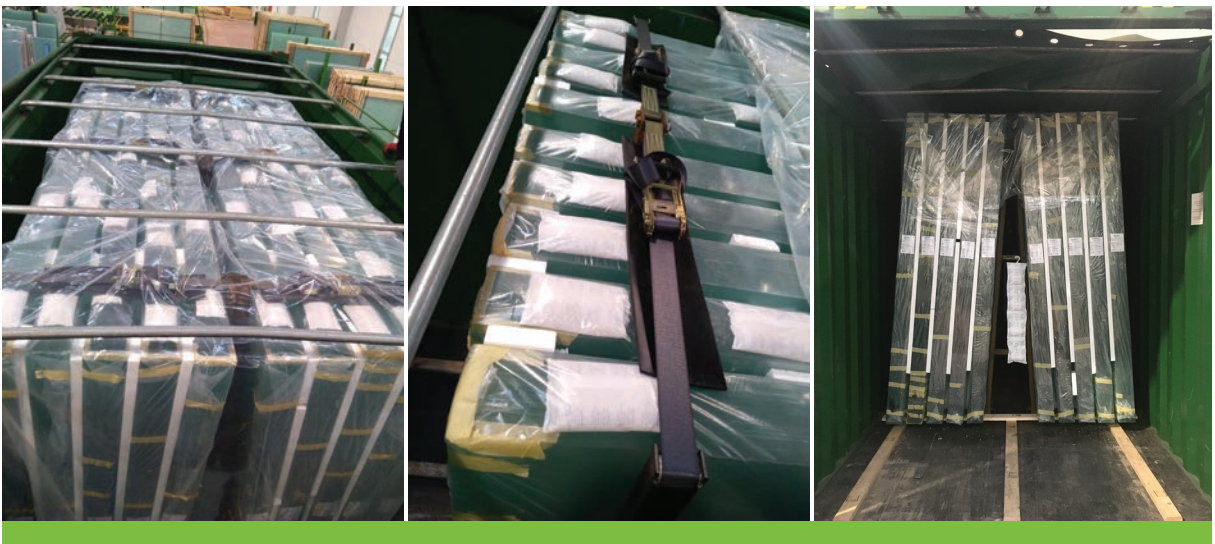


# Lets get rid off wooden cases!!



To avoid removing the cases and repacking process, please ask for uncrated loadings to your sales representative.

If you do your own packaging style for your customers OR you remove the woods before dispatch your trucks, this would be an ideal option not to lose your time.









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