# WINTER 2017 ISSUE 23 A COMPLIMENTARY COPY FROM IMMIB WINTER 2017 ISSUE 23 A COMPLIMENTARY COPY FROM IMMIB

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LOOK GOOD
AT AMBIENTE

CHEF ERSIN AVŞAR

**BRAND HISTORY** 

PAŞABAHÇE

**NEW** 

SPRING FAIR 2017

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# QIÚX NEW GENERATION















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PUBLISHER



#### іммів

(İstanbul Mineral and Metals Exporters' Association)

REPRESENTATIVE OF THE PUBLISHER S. Armağan VURDU, on behalf of İMMİB

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PRINTED AT

#### **İstanbul Basım Promosyon**

Basın Ekspres Yolu Cemal Ulusoy Cad. No:38/A 34620, Sefaköv-İstanbul info@istanbulprinting.com

Tel: 0212 603 26 20

TRANSLATION

UNIVERSAL DİL HİZM. VE YAY. LTD. ŞTİ

(0212) 212 02 40

www.universaldil.com.tr

PUBLISHING DATE AND PLACE Istanbul, Winter 2017

TYPE OF PUBLICATION International Periodical IYPE OF PUBLICATION International Periodical Kitchenware Turkish is published 4 times a year by Ajans D. In whole or in part of any material in this publication without prior written permission from Ajans D is expressly prohibited. The written materials are the sole responsibility of each of the writers, and the advertisements published in the magazine are the sole responsibility of each advertiser.

A complimentary copy from İMMİB. ISSN-1309-4998



### Hello,

We have met with you at the Ambiente Fair, one of the great meeting points in the kitchenware and housewares sector. We are extremely excited and honored to attend the Ambiente 2017 Fair for the 22nd time together with our 72 companies that are Istanbul Minerals and Metals Exporters' Association (IMMIB) members and delegates from Turkish national participation.

Turkish houseware and kitchenware continues to expand globally with new fairs and organizations, Istanbul Ferrous & Non-Ferrous Metals Exporters' Association (İDDMİB) organizes the first national participation to Spring Fair with the participation of 10 companies in Birmingham, on 5-9 February, 2017. The Turkish pavilion will be held at Hall 9, and will also be the sponsor of the Seasons' Lounge at Spring Fair. Should you attend Spring Fair, please come and visit the Turkish Housewares Pavilion as well.

Meanwhile, we would like to give you an update on the exciting work that the Turkish housewares and kitchenware sector has been undertaking.

We organized the first overseas activity under the Development of International Competition (UR-GE) project for Turkish housewares sector in Indonesia and Vietnam. 21 companies from Turkish Housewares UR-GE Project participated in this organization which took place on March 20-27, 2016. The project has been organized by Istanbul Chemicals and Chemical Products Exporters' Association (İKMİB) and Turkish Housewares Manufacturers Association(EVSID).

As for the second stop in our efforts to enhance the sector's competitiveness, we chose France. 29 companies from Turkish Housewares UR-GE Project attended this organization.

Last but not least we travelled to both Peru and Mexico. 19 companies from the UR-GE joined this organization.

In this issue we have included a Brand Story about one of the leading companies in Turkey: Paşabahçe. You can get an insight on Paşabahçe, that attracts a wide customer base with more than 20.000 products that are manually and automatically manufactured. Paşabahçe exports its products into 140 countries and 65 percent of their sales are taking place in foreign markets outside Turkey.

We have also covered the stories and export activities of Linens, S'ra Home, Guestinhouse and Arnica. We have interviewed some of the leading design talent in the kitchenware sector, namely with Bilge Dilsiz, Derya Kundur, Robin Yayla and Furkan Ayhan. As we learned about their stories we also had a chance to take a closer look at their works. Ersin Avsar, the chef of Palomar Bar & Restaurant at the Purl Hotel claimed in his interview that "One never stops learning in the cooking sector!". As a self-taught cook who later received his formal education, Ersin Avşar told us about his story on how he discovered his interest in cooking. For a taste of his cooking, we wanted to share some of his recipes with you.

We hope to see you next time in our IHHS (International Housewares Association) and Hong Kong Houseware Fair issue.

Chairman of Istanbul Ferrous and Non-Ferrous Metals Exporters' Association Ridvan Mertöz Chairman of Istanbul Chemicals and Chemical Products Exporters' Association Murat Akyüz Chairman of Electrical, Electronics and Services Exporters' Association Fatih Kemal Ebiçlioğlu



Electrical coffee pot

**Arzum** 

Coffee pots

Jumbo

Glasses

**Guestinhouse** 

Tea glasses

Sahra Cam

Glass vase

**Paşabahçe** 

Ceramic pot

Nouval

Red pot

Hascevher

Napkin box

**Jumbo** 

Olive oil& vinegar bottles

**Bora Plastik** 



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www.titiz.com



# kitche





#### **MAKE 9 CUPS OF COFFEE** WITH ARCELIK **TELVE PRO**

Offering the most practical and fast coffee-making experience to its customers with its new design Telve Pro. Arcelik enables us to cook nine cups of Turkish coffee at a time, a tradition coming from our court cuisine. As a design which is especially targeted for hotels, restaurants and coffeehouse chains (HORECA). Telve Pro is the first Turkish coffee machine with induction technology that has the feature of making coffee one after another. Thanks to its double-sensor CookSense® technology, coffees have the same amount of foam with high quality each and every time. As a durable product that offers long-lasting usage, Telve Pro has a cup-heater plate that dries and keeps the coffee cups warm. Water feeding from demijohn and water feeding system with optional tap water, three different sections with which three cups of coffee can be made as well as stainless steel coffeepots are among its other features. www.arcelik.com.tr

www.arcelik.com.tr

#### A BRAND NEW PRODUCT BY ARZUM **DYNAMIX POWER BLENDER**



Arzum's new product Dynamic Power Blender offers a special solution for those who wish to serve homemade, fresh and healthy drinks that are just for wintertime. With its professional features and practical use, this new product meets various needs as ice-braking, fruit-processing and making sauces with its six different smart programs. As your dishes will be accompanied by various sauces, you will also have the opportunity to make different tastes all winter long with Dynamix Power Blender's different programs. With its motor system that has a metal gear mechanism which can spin around 26.800 RPM per minute, Arzum Dynamix Power Blender can chop even the hardest

foods with specially designed 6 sharp and stainless steel blades while it also fastens your job with its 1600 watt power. Quickening your job in the kitchen, Dynamix can also be washed in the-dishwasher which is also one of its best features that eases vour life

www.arzum.com.tr

#### **PINK IS THE NEW FASHION OF BERNARDO ROSA** COOKWARE



to your kitchen with its pink tools. Now, cooking will be much more practical thanks to Bernardo Rosa Cookware's easy-to-wash system both inside and out; in other words, you will now have extra time to enjoy yourself. Bernardo Rosa

favorite appliance with its easy-to-wash pattern both inside and outside as well as with its glass lid that shortens the cooking time and finally with its easy-to-hold soft touch arips.

www.bernardo.com.tr

#### **BOSCH BUILT-IN MICROWAVE OVEN**

You can cook and prepare amazing dishes with Bosch's new series 8 inox built-in microwave oven, namely BEL 634GS1. Offering easy use with its 10 default AutoPilot cooking programs, this oven has an internal volume of 21 liters made of stainless steel that can be easily cleaned. The color display TFT screen on the front panel with 2.5" touch control provides practical use. The most outstanding feature of the oven is AutoPilot, which offers ten different automatic modes to its users. There are five different power options with this oven's AutoPilot program that automatically sets the power at 90, 180, 600 and 900 watts in accordance with the program and volume. Besides, this unique product offers three gradual grill



features that can be used alone or with the microwave option. Indeed, you will get excellent results with this oven.

www.bosch-home.com.tr

# Designed for all types of beverages



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London

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Istanbul

antalya







# TORINO WILL HELP YOU WHILE PREPARING SNACKS

Emsan introduces a brand new product range for gourmets. Delicious snacks that will accompany your joyful chats will be made with the help of Emsan's Torino accessories. Torino accessories that will meet your needs while offering snacks to your guests will be your best company in kitchen with its various products such as mini filler, lemon juicer and grater. They will also offer practical solutions to you while cooking pastries, cakes and pies. Designed with silicon and plastic that is resistant to high-heat, Torino tools are suitable for washing in the dish washer



## PRESS & CUT STRETCH WRAP CUTTER BY COOK

Continuing to develop new products in its field, the brand Cook introduces certified "Cook Press&Cut Stretch Wrap Cutter" that is completely developed in Turkey. As a result of a three-year-long development process having gone through twenty different revisions, this innovation ends the problem of finding the end of the stretch film. Advertised with the slogan of "Just Press and Cut", aesthetics and durability is prominent with this product that greatly eases the use of stretch wraps. This stretch film cutter comes with

five different colors as pink, blue, green, red and white. Once you buy this tool, a 30 meter long stretch film will be gifted to you for your first experience. When you are out of the stretch wrap, you can always buy another spare that comes in 60 meters and continue to use your stretch film cutter. Thanks to the special design of Cook Press&Cut Stretch Wrap Cutter, you will no longer lose the end of your film which will make your next use more practical.

www.cook.com.tr

#### **FAKIR VIOLET SERIES IN PURPLE**

As one of the oldest brands in the home appliances sector, Fakir Hausgeräte introduces the elegant "Violet Series" with which ladies will enjoy cooking delicious dishes. In this series where the springtime color violet is reflected among Fakir Hausgeräte's own pantone colors, ladies will benefit from the practicalities offered by the Lucca Blender Set, Sierra Hand Mixer, Dual Trex Chopper, River Tea Machine, Goldie Water Boiler and Valery Grill & Toaster. With its reliable technology,



the German brand Fakir Hausgeräte brings an air of springtime into Turkish kitchens while easing ladies' tasks. www.fakir.com.tr

## TEFAL OPTIMA WITH 12 DIFFERENT COOKING PROGRAMS

Turning cooking with a steam cooker into a fun experience, Tefal enables you to cook your dishes with their genuine tastes thanks to its new design Optima. Having two different special cooking programs for vegetables and meats, Tefal Optima eases your work in the kitchen and quarantees a safe experience while cooking your food. As one of the most unique innovations of Tefal, Optima enables your food to be cooked quickly and evenly with the help of its three layered thick outer boundary. Your dishes will taste perfect thanks to Tefal Optima's two special cooking programs designed for vegetables and meats. Tefal Optima guarantees a safe



experience while cooking with its easy-tohandle grips, automatic locking system and five safety technology systems. What is more, it can be used with any kind of ovens including while induction cooking. www.tefal.com.tr





Turkish Coffee Machine

## We tried coffee cups to express our love







LUMINASENSE

M M TECHNOLOGY



www.fakir.com.tr









# kitchen



# INOKSAN, FRIMA VARIOCOOKING CENTER MULTIFICIENCY®

Inoksan offers all cooking methods needed by chefs in one single device with its Frima Vario Cooking Center Multificiency® such as roasting, frying, boiling, grilling, stewing, pressure cooking and even the Sous-Vide technique. The multi-functional Frima Vario Cooking Center Multificiency provides four times faster cooking results compared

to classical methods while offering energy conservation up to 40 percent. Another advantage of this multi-functional product is that it does not hold up a lot of space which is important for professional kitchens. Frima Vario Cooking Center Multificiency provides a perfect solution for small places as well.

www.inoksan.com



## AN ELEGANT TOUCH TO YOUR TABLE: CHECK BY KOLEKSIYON



Having the simplicity of glass, "Check" series is leaving an elegant touch on your table with its classy design. Inspired by a chess board, Check series is bringing an elegant touch to tables with its jug and drinkware sets. Designed by Koleksiyon Design Partners, this eye-catching series can accompany you in every hours of the day thanks to its modern and elegant lines. You may encounter the Check series during a feast or during a friendly tea-party. These jug and drinkware sets are reflecting the elegant, modern and glamorous designs of Aheste, Dervish, Grace, Istanbul and Ea series. While the expanding forms of jugs and glasses at the bottom in the Check series are increasing the volume of drinks, their long structures are showing the elegance of the series that have a delicate aspect due to a fine design. www.koleksiyon.com.tr



## JUMBO 1003 DRAWS ATTENTION WITH ITS CLASSICAL STYLE

As a result of Jumbo craftsmanship, this 1003 cutlery pack will be the symbol of elegance in every table thanks to its special grips and classical style with balanced lines. Reflecting the magnificent ages with its fashionable style in every single period, Jumbo's 1003 series glows with beauty. Attracting different styles with stainless steel, golden and silver coated options, Jumbo cutlery pack consists of 89 pieces for 12. Jumbo 1003 is put on sale with a special leather box.

www.jumbo.com.tr









# kitchen udre





# KARACA FINE PEARL IS DESIGNED WITH REAL PEARLS

Karaca brings magnificence to tables with its Fine Pearl dinnerware. Becoming a source of pride in Turkey by breaking a new ground, as a Turkish brand Karaca introduces Fine Pearl which is a brand new product in dinnerware category all over the world. Bringing natural pearls to our tables with its Fine Pearl series which is the most valuable dinnerware of the world. Karaca introduces a different dimension to classical dinnerware. Fine Pearl dinnerware shines out with its number and size of its pieces. The number and depth of platters vary in accordance with users' needs while the size of pastry plates are designed so as to be used as hors d'oeuvre plates as well. Certified by world's most prominent accreditation company TÜV Rheinland, Fine Pearl is designed with 86 pieces. Fine Pearl dinnerware set that is designed with real pearls for the first time is also outstanding with custom designs that have different styles.

# NEW COLLECTION OF LINENS

Linens becomes a source of inspiration for those who wish to renew their living spaces with its brand new Fall/Winter 2016-2017 collection where latest trends are combined with characteristic details. Appealing to every style with its various styles ranging from geometrical rhythms and lines to the natural tones of the north as well as from authentic wooden materials to floral patterns, Linens will bring an extraordinary winter wind into households with its new collection.

www.linens.com.tr



# INTRODUCES THE NEW YEAR SPIRIT WITH GLASSWARE

Bringing new warmth to tables with its innovative glass designs, LAV is introducing its new products. With gold, green and red glassware, LAV reflects the New Year spirit where friends and families get together. As the innovative brand of glassware, LAV's stylish products are warming up households despite cold weathers. Reflecting the excitement of the New Year with its gold, red and green glassware, LAV's products surround the first breakfasts of the New Year with joy and a fresh spirit by combining its designs with the elegance of glass.







# kitchen uge



#### SELAMLIQUE TURKISH COFFEE MAKER

Selamlique is at the service of Turkish coffee-fans. Conserving the taste of Turkish coffee with its special capsules. Selamlique İstanbul offers fresh and natural flavored coffee. It attracts many users with its special designs such as Turkish coffee accessories and complements the coffee ritual with Turkish delights, chocolates and candies. Transferring the traditional serving and drinking ritual of Turkish coffee from past to present, Selamlique Istanbul was produced in 2009 by Caroline Koç and Banu Yentür. Selamlique Istanbul's Turkish Coffee Maker introduces the traditional drink of Turkey around world in partnership with Arçelik. It also delivers various Turkish coffee types and capsules that are produced from the best quality coffee beans of the world in a variety of shops, stores, coffeehouses and outlets all over the world and this coffee types that are produced in İzmir are put on global market

www.selamlique.com



## NEW DUTCH OVEN SERIES BY PERA

Those who wish to catch a glimpse of nostalgia in their kitchen can find more than desired in PERA's new dutch oven series. Consisting of a stove hood, a cooker and a dutch oven, this set provides every means to those ladies who wish to enrich their tables with delicious dishes. The sets come with three different sizes with 60, 90 and 120 cm. alternatives. PERA Professional Pyramid

Stove Hood attracts customers with its special handcrafted design. It proves its distinguished

aspects with its three stepped speed setting, concealable adjusting knob and 800 m3/4 air suction features. There are five gas stoves and a WOK stove in the oven section that draws attention with its Inox upper table. There is a gas safety valve in the oven along with a durable grills and an automatic ignition button. Besides, it offers high standards in the kitchen with its natural gas/LPG conversion

options. Ladies perform their best skills with PERA Multi Turbo Professional Dutch Oven series thanks to its top and bottom cooking, pizza function and double resistant and fan heater chicken shwarma programs. As a high-technology product, this oven brings a joyful atmosphere to kitchens with its colorful handcrafted design, decorated handles and buttons.

www.peramutfak.com.tr

## FIRST SMART TEA MAKER IOTEA IS ON DISPLAY

IoTea, the first smart tea maker produced with IoT (internet of things) technology is now on display. As a result of a two-year-long Research & Development process, SwarTea draws attention with its tea taste that appeals Turkish consumers. Designed by expert



Italian companies, Swar Tea is the first tea-maker with an IoT technology both in Turkey and in the world. As an innovative product, it was manufactured by Turkish engineers only and supported by domestic investments. Swar Tea appeals to Turkish tea-drinkers while providing a hygienic experience. As the interior design of the automat and the materials used are heat insulated, low energy suffices for a high heat performance and capacity. All system tools such as the lift, tap, connection apparatus and switches are designed by Turkish Engineers.



# 



### FAREWELL TO EVEN STUBBORN CREASES

Ironing is no longer a challenge thanks to King Marino's 145 gr. intense shock steam performance of 2800 Watts and stubborn creases are gone forever. The ceramic iron perfectly slides over the fabric while ironing and it has a special system for preventing dripping. With its 380 ml. of water reservoir, King Marino makes all creases vanish without tiring you out. www.king.com.tr

## NO MORE CREASES

Ironing is one of the hardest, most challenging and time-consuming chores for most of us.

Different fabrics, different temperatures, linings, sleeve cuffs, collars and all that details seem like a big deal for us. But this challenging task will become much easier with this new generation irons that we will now introduce for you...



#### **GOLDMASTER FORZA**

While removing creases right away with its shock steam performance, Goldmaster Forza helps you to have an effortless, tireless ironing experience. Thanks to its powerful motor of 2600 watts which can spray 210 gr. steam per minute and quickly remove hardest creases, Forza also prevents any harm to the fabric with its nano-ceramic base. With its 100% cotton power cord that can be moved 360 degrees and is resistant to any breaking, coming-off, melting and burning, Forza's priority is security as it has an auto shut-off feature when horizontally left idle for 30 seconds and vertically for 8 minutes. It also provides a long-term usage at one sit with its 350 ml water reservoir. On the other hand, you no longer need to worry about the after-care thanks to its selfclean feature while the anti-scale system offers you to enjoy the same performance for many years.

www.goldmaster.com.tr

desired results. Thanks to Airboard's Airbag System, the optimum iron and board relation is attained while creases are easily handled without directly contacting the cloth with the iron even with delicate fabrics such as silk. The Airbag System which offers a distance between the board and the cloth, the fabrics are ironed on air with best ironing results. Therefore, multi-layered clothes such as jackets are no longer wrongly ironed where layers are folded as made in traditional ironing boards. Chosen among more

than five thousand products from 57 different countries, Arnica Smart Ironing Board Airboard has ranked in the top place at the contest. www.arnica.com.tr

### ARNÍCA AIRBOARD



Table as a result of addressing the question of

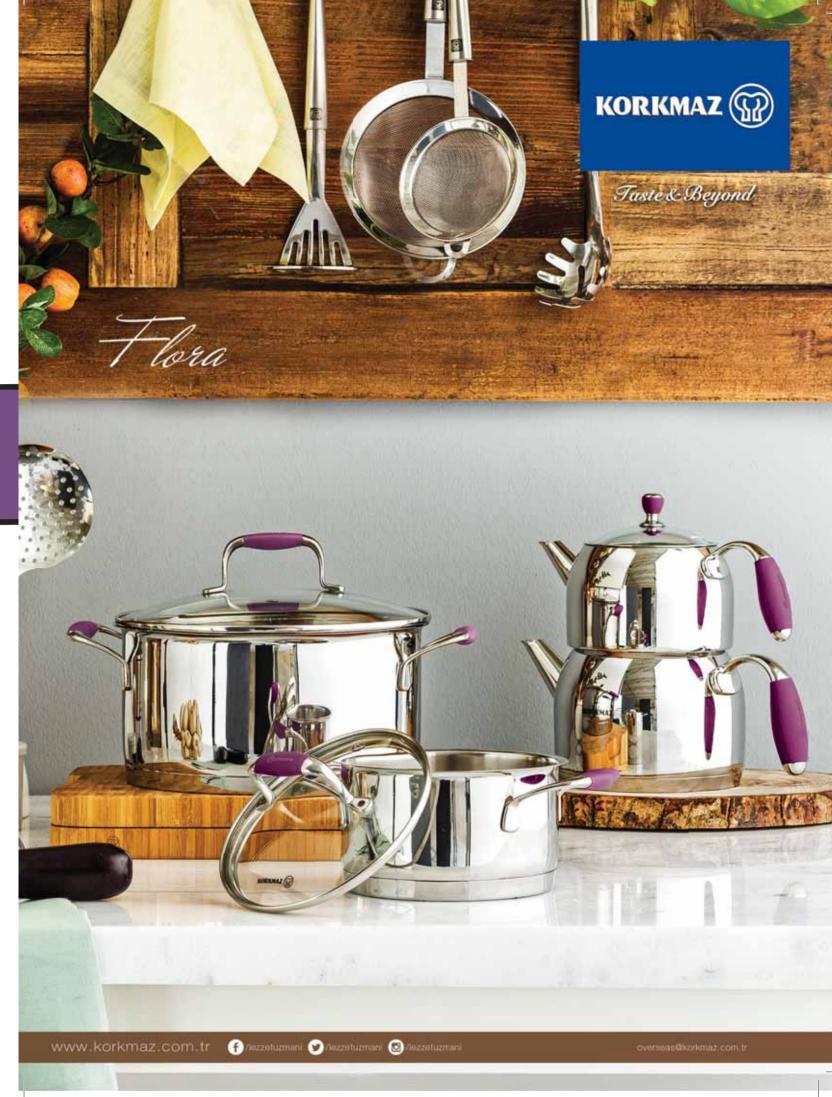
"why not having a professional ironing board at

home?" With its Airbag and Moisture Soaking

System, this ironing board easily provides the

#### VARIOUS FEATURES-ALL IN ONE

As a big family and a grand brand which offers more than 400 products varying from toasters and hair-stylers to computer components, CVS has an important position in the market with more than 300 authorized services all over Turkey, with export activities in 16 countries and 3 million annual sales. Special designed CVS brand irons have ceramic bases. It has many features, all-in-one, varying from auto-self clean and anti-drip features as well as horizontal steaming, auto shut-off, overheating and temperature control along with an anti-slip hand-grip. www.cvs.gen.tr



# kitchen uge



#### **DELICIOUS MUFFINS**

With its new muffin tin, Korkmaz offers you an opportunity to spoil your guests with different tastes. Muffy Muffin Tins, that are resistant up to 220 degrees, enable you to take off your muffins in perfect shape thanks to its non-stick surface. Muffy Muffin Tins by Korkmaz can be washed in the dish-washer as well. Besides, they can be put in the fridge, oven and microwave oven.

## YOU NEED A GOOD CAKE MOULD

The tools you use are important to bake a delicious cake. You need to mix the eggs until they are consistent enough. It is a must to pre-heat the oven. And most importantly, you need to pick a good cake mould; either a silicon, a glass or a metallic one.



#### **BEST TREATS**

It is everyone's dream to offer pies, cakes and pastries that are not spoiled due to being adhered to the tray as not only taste but also visuality is important while presenting treats. Helping you with your delicious presentations, Pomegranate Series (Nar Serisi) by Emsan offers practicality and taste for you. Pomegranate Series draw attention with its elegant design, ranging from cake moulds, pie tins, baking trays, bread and muffin tins coming in different sizes.



#### ONE PORTION SERVICE WITH PAŞABAHÇE BORCAM

As one of the greatest kitchen utensil of Paşabahçe for many years, Borcam continues to develop its product range with brand new designs. Little Borcams that are designed to serve for one portion only are now on display. Offering a practical solution for single portion servings, little Borcams have an ideal size for delicious cupcakes and soufflés. These products that can be easily washed due to their little sizes are easy to keep as well. They can also be used as a casserole, too. There are three different types in the new series, namely a ramekin and two different sliced cake pots. www.pasabahce.com.tr



### NON-STICK AND COATED MOULDS

Since it was first established, AL-CO Inc. has been continuing to work on non-stick cooking utensils under the brand of Papilla. Offering high-quality goods to its customers for many years with powerful strategies along with its expert team, AL-CO Inc. has a good reputation as a leader in any domestic and foreign markets that it is engaged in. Papilla offers high-quality aluminum cake moulds that are non-stick and coated on the interior surface. You may discover many goods in different shapes in Papilla's cake moulds category. www.papilla.com.tr







# LINENS EXPANDS ITS PRODUCT RANGE WITH KITCHENWARE

With 100 stores in six countries, Linens offers various products to its customers ranging from curtains, tablecloths to kitchen accessories, decorative fabrics and porcelain within the scope of its product range. Marketing Manager of Linens, Dr. Erkmen Onbulak states that they invest in creating concepts for Linens which was established in the beginning of 2000 within the scope of Zorlu Textile Group as a chain store.

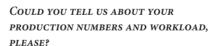
Stating that Zorlu Group's success comes from the value it attributes to innovation and that indeed they should invest for future, Dr. Erkmen Onbulak told Turkish Kitchenware about Linens Marketing in its every detail.

HOW LONG HAVE YOU BEEN WORKING IN THIS SECTOR? COULD YOU PLEASE TELL US A LITTLE BIT ABOUT THE ESTABLISHMENT PROCESS OF YOUR COMPANY?

The foundation story of Zorlu Group, which is one of the biggest groups in Turkey today, traces back to a weaving loom in the town of Babadağ in Denizli. The contribution of textile industry is remarkable in the making of dreams come true with the help of technology as Zorlu has become the first brand to create home textile in Turkey and as the first company to be engaged in home textile exportation that has created the greatest

groups among three others in Turkey that generates employment the most, but also is one of the biggest exporters among four other groups. Indeed, the role of textile is significant in the making of all these. Today, Zorlu Textile Group conducts its best work to carry Turkey into future by using its every means possible such as its potential, resources and power. Zorlu Textile Group shows determination in actively becoming the "transformation leader" of textile sector as Turkev transforms into future. Established in 2000, Linens -which is one of the most significant keystones of the Group, is the first Turkish home textile chain that is expanding abroad.

Zorlu is not only one of the biggest



Zorlu Textile Group has an indoor area of 800 thousand square meters, annual home textile production of 250

million square
meters and 150
thousand tons
of thread
production
in one
year. With



its wide production capacity, integrated curtains, bed sheets and quilt covers, Zorlu Textile Group serves as the leader of Europe. As part of Linens, we are also expanding and growing year by year as a part of this great organization. Currently we are offering our services in 33 cities with 83 stores. Our goal is to open up 14 new stores in Turkey and 5 new stores abroad. We closely follow the markets and trace new points abroad. We have recently made a shop-in-shop agreement in Belgium. We will introduce the quality of our products to Belgian people as well. We will continue to produce the most popular and trendy patterns with high quality and offer our best services not only today but also in the future.

## HOW DO YOU CREATE YOUR NEW DESIGNS? DO YOU HAVE A RESEARCH AND DEVELOPMENT DEPARTMENT?

Today R&D departments and project development procedures have become the focus of commercial success. In order to choose new markets and products and to determine appropriate strategies accordingly, we participate in various fairs all over the world to trace different products and in the meantime we benefit from the skills of our experienced R&D and market development teams by applying an innovative approach. After determining the new products, we form our R&D projects by analyzing the expectations of real customers that would be interested in these new products.









#### CENK METAL SANAYİ VE TİC. LTD. ŞTİ.

www.cenkmetal.com - info@cenkmetal.com Cihangir Mah. Sehit Kom. Onb.Ugur Hanci Sok. No.16 Kat.1/A Avcilar 34310 Istanbul/Turkey Tel:+90 212 422 9031



## COULD YOU TELL US ABOUT THE INVESTMENTS YOU MADE IN 2016? WHAT ARE YOUR FUTURE PLANS FOR 2017?

We made a considerable amount of investment to our stores, product ranges and human resources departments in 2016. We especially continue to grow in our new store openings. We have greater goals for 2017. Our customers are fond of our services because we offer all kinds of home textile and decoration products that are needed by households in one single store. We offer them more options by developing our wide product range every single day. We invest in creating concepts in our stores. We also provide trainings to our employees so that they can offer better services to our customers both in home textile and curtain sales.

#### COULD YOU TELL US ABOUT YOUR PRODUCT RANGES?

By breaking the rigid marketing stereotypes of home textile sector, Linens has entered into the field by "specializing" and "differentiating" with the motto of "Service by All Means" and it gradually became popular with the slogan of "The Beauty Center of my Home". Linens appeals to those who prefer a modern life and be selective in their product preferences as well as to those who likes home decoration and expects to receive good services. Another distinguished dimension reflected by Linens to its services and products is that it offers hundreds of home textile products with different patterns, models and colors under one single roof. There are various items in Linens' product range varying from curtains and quilt covers to tablecloths, towels, bathrobes as well as bathroom and kitchen sets and decorative accessories along with porcelain products coming in different color and pattern alternatives as well as with different combinations.

# COULD YOU TELL US ABOUT THE INVESTMENTS YOU MAKE ABROAD? IN WHICH COUNTRIES DOES LINENS PUT ITS PRODUCTS ON SALE?

As Turkey's first and only expert international home textile chain stores, Linens offers its services to 100 stores





in 6 countries including Turkey for 16 years with a great speed. Established in the beginning of 2000 within the scope of Zorlu Textile Group, Linens chain stores is the first home textile chain that provides services abroad. With 17 stores abroad in 5 different countries, Linens is providing services in an indoor area of 33 thousand square meters in total with more than 700 employees.

#### DO YOU TARGET OTHER NEW MARKETS?

Making a good analysis of the foreign market, setting goals and taking relevant steps to meet the needs of the target groups are essential bases for becoming a global player in the market. Another important criterion is to make powerful market researches and showing yourself in the global market. Sales support and after-sale services should also be well-adapted and shaped in accordance with the marketing strategy. We grew by believing in innovation and by having faith in the quality of our goods along with a good strategy. In the following years, we will continue to grow steadily in new markets as well.

#### What can you say about customer preferences?

Providing all kinds of goods that are needed in the home textile sector in Turkey in one store, Linens is embraced by our customers with the "Beauty Center of My Home" concept. Customer trust and quality assurance is essentially the most significant aspect of our corporate identity and reputation. Apart from the quality of our products, our responsiveness to customer expectations and demands is another factor that empowers our corporate reputation since we have adopted these qualities as part of our corporate culture.

## WHAT KIND OF ACTIVITIES ARE YOU ENGAGED IN FOR INNOVATION AND DIFFERENTIATION?

Textile is at the core of our group. Zorlu Group's success comes from the value it attributes for innovation. Indeed, we also need to invest for future. With the vision we have in terms of innovation and sustainability, we take our steps considering the future just as we consider the present.





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# kitchen udre



aving established S'ra Home in 2014, founder Esra Şahin gave an interview to Turkish Kitchenware.

#### COULD YOU BRIEFLY MENTION ABOUT THE FOUNDING PROCESS OF YOUR COMPANY?

The idea to establish S'ra Home emerged during a vacation in Toscana with my husband in 2014 where we were deeply impressed by a soap odor. I took the first step by asking "Why don't I make products that can make people happy with such beautiful scents?". As a result of a year-long research and study, we established the brand S'ra Home in 2015.

#### COULD YOU GIVE INFORMATION ABOUT YOUR PRODUCT RANGES?

Our product ranges consist of home and body products which are all in line with one another. There are liquid hand soap, liquid shower gel, body lotion and



# EXPANDING ABROAD IS THE GOAL FOR 2017

Claiming that her biggest goal is to expand abroad, S'ra Home's founder Esra Şahin aims to expand the product range which varies from candles and room odors to hand towels, table mats and trays.

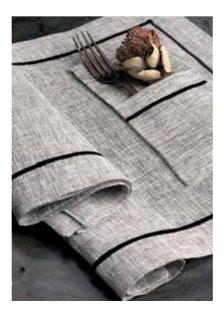
cologne among our body care products. All of them have four scent types which are lavender, orange blossom, figs and vetiver. Room odors and candles are also presented with four scents namely orange blossom, tobacco leaves, white amber and neroli. Moreover, we also offer linen home textile products as table mats, cutlery cases, tablecloths etc.

#### How do you create new designs? Is there a R&D department?

I personally create all the new designs and products and then we form these products in collaboration with the companies I work with. Although we do not have a R&D department, we continue to offer new products and designs through these collaborations.

#### COULD YOU MENTION ABOUT THE INVESTMENTS YOU MADE IN 2016?

2016 was full of inventions for S'ra Home. We offered a brand new "black edition" line. We added candles and reed



diffuser room odors to our product range. Also we had linen hand towels and trays as a different product range in S'ra Home.

#### DO YOU PARTICIPATE IN FAIRS? WHAT KIND OF FEEDBACK DO YOU RECEIVE FROM THESE FAIRS?

We participate in various bazaars and shopping fairs. We receive positive feedback. We now have loyal customers who enjoyed our previous activities last year and they keep following us.

#### DO YOU HAVE DEALERS ABROAD?

Currently I am not engaged in exportation. However, our biggest goal is to do sales abroad. Besides, I also consider establishing a branch abroad. I especially receive offers from Romania.

#### WHAT ARE YOUR PLANS FOR 2017?

My goal is to expand overseas in 2017. We will indeed continue to work on developing our product range as well. Currently we continue our negotiations to offer our products to the distinguished chain stores in Turkey which are already on sale at Noce Home, Mutlu Mikrop and www.srasahin.com





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#### ARNICA FOR ALL

Co-Chairman of Arnica Serhan Akın states that they wish to become a pioneer in their sector with a people-oriented and environment-friendly production style. According to Akın, their purpose should be to have every household use Arnica for small house appliances.

Stating that they participate in national and international fairs where they can interact with the market, Serhan Akın told us about Arnica.

#### COULD YOU PLEASE TELL US ABOUT THE ESTABLISHMENT PROCESS OF YOUR COMPANY BRIEFLY?

SENUR Inc. was established in 1962 for the purpose of designing and manufacturing functional, practical, high-quality and innovative products for consumers. We pioneered many innovations in the small house appliances sector in Turkey and became one of the companies that are preferred by world's biggest firms. In order to enhance its experience and information on production and design, SENUR went through a serious transformation process in terms of its company strategy in 2001 and started up its own brand Arnica.

## How do you design new products? Do you have a Research & Development department?

As a company that values R&D very much and that has made great investments for it, Arnica has become Turkey's one of the first companies to have its own R&D department in this sector. As a result, Arnica has produced the first juice press,



first fruit press, first food processor, first carpet washing machine, first meat mincing machine and first food processor with meat grinder in Turkey. Arnica has always been the architecture of first designs.

#### COULD YOU PLEASE TELL US ABOUT YOUR PRODUCT RANGES?

We have various product groups ranging from kitchen utensils, cooking and frying tools, products for making drinks and food, personal care and irons with vacuum cleaners being in the first place.

#### COULD YOU PLEASE TELL US ABOUT THE INVESTMENTS YOU HAVE MADE IN 2016?

This year we invested in producing quiet, practical and powerful products in the bagless vacuum cleaner category in order to meet consumers' needs. Besides,

we invested in the R&D department to offer new items in kitchen utensils. 2016 has been an important year for Arnica as we have made great investments to offer new products into the market as a brand.

#### What are your plans for 2017?

The small house appliances market in Turkey reaches up to 1.9 billion Turkish Liras and every day another brand new product is offered into the market in this sector of small house appliances. The name is referred to as "small" but the economy it creates is growing year by year. For this reason, we will continue to produce different and innovative products that will have high added values in 2017. Our goal is to become a pioneer in our sector with a people-oriented and environmental-friendly production style. For this reason, we will continue to design product projects that will ease our customers' lives in 2017 as well. As one of the most significant brands of the sector, we will support our innovations with great marketing investments.









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# EXPERT IN HOTEL OPENINGS AND RENOVATION PROJECTS







Stating that they constantly update the product range in line with the trends and needs of the sector, managing partner of Guestinhouse, Burcu Erdoğan Ergül, claims that they develop their current goods and add new items in accordance with the feedback received from their customers.

We had an interview with Burcu Erdoğan Ergül for Turkish Kitchenware and learned that they are engaged in exportation activities with Uzbekistan, TRNC (Cyprus), Georgia, Azerbaijan, Germany, Spain and many other countries.

#### COULD YOU BRIEFLY TELL US ABOUT THE ESTABLISHMENT PROCESS OF YOUR COMPANY, PLEASE?

As Turkey's first "hotel supply company", Guestinhouse was established in January 2006 in Istanbul. Our company swiftly grew thanks to our partners' work experiences gained in the USA. All of our partners, including me, have previously lived in the USA for a long time and the special experiences we have had in the supply sector in hotel management have contributed to our company's development. Thus, we became one of the prominent companies in Turkey and all over the world in this field by cooperating with the most significant brands in the

world. I am truly proud to state that we have become one of the most important organizations that hotel managers firstly consult to us and contact us for their any needs since we specialize in hotel openings and renovation projects.

## How do you create your new designs? Do you have a R&D department?

Given the nature of the sector we work in, R&D is a compulsory process in our job. For this reason, R&D activities are inevitably part of our daily operational routine. As a company that offers special solutions for projects, we decide on our new services and products together with our customers and in accordance with their demands and expectations. We value our customers' opinions and we strictly consider their feedback with our work partners. After that, we offer better products accordingly and present them to our customers. We are constantly in touch with our customers for the purpose



of maintaining and increasing customer satisfaction. We also intend to maintain and maximize the comforts offered by product designs and technological features both to our guests and our staff members.

#### COULD YOU TELL US ABOUT THE INVESTMENTS YOU MADE IN 2016?

We are a company that embraces changes and encourages innovation.
We serve as a distributor of more than

twenty European and American hotel equipment brands in Turkey all of whom are world leaders in their own field. Our goal is to make a difference in the accommodation sector by presenting the best quality and high technology products to our guests that are recognized by the international hotel management sector. In this direction, we constantly update our product range in line with the trends and needs of the sector and develop our current goods and add new items in accordance with the feedback received from our dear customers. We closely follow all international fairs and organizations regarding our sector and include new services to our product range that we believe will be accepted and liked by our customers. We do not hesitate to invest in developing new and special products in our projects along with our partners upon our customers' requests.

#### Are you engaged in exportation activities and which countries do you work with?

We export in many countries such as Uzbekistan, TRNC (Cyprus), Azerbaijan, Moldova, Kazakhstan, Saudi Arabia, Bosnia-Herzegovina, Algeria, Iraq, Germany, Spain, United Arab Emirates etc. We transfer all goods required by our customers in the hotel opening projects which we supply from Turkey and abroad by gathering all of them in Istanbul at once and therefore we enable them to save time and to cut down on operational costs.

COULD YOU TELL US ABOUT THE FEEDBACKS YOU RECEIVE FROM THE FAIRS YOU PARTICIPATE?



importance for us as they serve as a platform where we refresh our relationships with our customers as well as with our business partners, during which we present our new services and products to them. In fact, we are already in touch with most of our customers during the year but still, gathering at such organizations and fairs become a nice experience both on our and their parts. Besides, these events surely serve as convenient platforms where we can make new contacts as well. We receive very positive feedback from these organizations and fairs. Indeed, our purpose in participating to those events and fairs is not to make sales but to meet and spend some quality time with our customers. In that sense, as long as fairs receive enough visitors, we are content with the outcomes for sure.



#### COULD YOU TELL US ABOUT YOUR PRODUCT RANGES?

As a company, we have a wide range of products which are constantly updated in accordance with the changing customer needs and innovations in the sector. We can meet the requirements of a hotel's various sections at once. We provide services for the main groups such as guest rooms, housekeeping, bathroom accessories, general space equipment, meeting room equipment and desktop equipment etc.

#### Do you have franchises abroad?

No, we don't but there are many suppliers abroad that we are in partnership with. We can



conduct our foreign projects directly or do that through our associates.

#### WHAT ARE YOUR PLANS FOR 2017?

2016 has been a tough year where the sector as a whole was unable to project the future in political and economic terms. We will all see whether these uncertainties will continue or not in the upcoming year of 2017. In any case, we deem necessary to continue all our activities and operations as always in order to pursue our long-term goals and objectives. For this reason, we will continue to participate in organizations and fairs of our sector, invest in new products and closely follow all developments in the hotel management sector in 2017 just as we have done in 2016, too.



# kitchen

# SILGE DILSIZ



Bilge Dilsiz answered the questions of Turkish Kitchenware and explained how she designs everyday accessories and furniture that are solely made out of handcraft.

#### COULD YOU TELL US ABOUT YOURSELF A LITTLE BIT? HOW DID YOU FIRST ENTER THE WORLD OF DESIGN?

Following my graduation from the business department, I completed my master's degree in Supply Chain and Logistics and then worked as a manager in logistics for 10 years. But I always had a dream of becoming an entrepreneur where creativity was involved and I always wanted a job that I would enjoy. My dream came true once my husband Mehmet Dilsiz's family company namely Dilsizler Soğuk Hava Deposu had an idea to transform wooden palettes that were made out of high-quality trees 40 years ago. I quitted my job where I worked for and started to work on ByPallette. These palettes that were used at warehouses for storage purposes were specially made of beech, oak, spruce, hornbeam, valonia oak, walnut, ashen, cherry and chestnut trees 40 years ago and therefore they are all very durable, yet idle due to the changing storage systems. These strong wooden items were transformed into wooden handmade furniture first in our dreams, then in real terms and thus deserved to be named after palettes.

## Which sectors do you work and design for? Which fields do you specifically prefer?

We design everyday accessories and

# BYPALLETTE IS THE NEW FORMATION

Designer Bilge Dilsiz tells about how they transformed old palettes into and new items with a mission of recycling and adds: "As we transform old palettes, we provide different and more up-to-date functions for them".





furniture that are 100% handmade. We produce home and garden furniture, office furniture, comfortable and useful furniture for cafes, natural products and accessories for baby and children rooms. We try to provide a wide range of products as much as possible. I am especially interested in the mixture of natural wooden, handcrafted and hybrid designs. In other words, I believe multipurpose furniture will be a must in the future.

#### In your opinion, where does Turkey stand in industrial design especially in terms of kitchenware?

I believe Turkey is in a successful position with wide product ranges that are annually enhanced and is a developing country in this sector both in national



and international markets where talented designers emerge. Compared with other world brands, Turkey has a very competitive position.

#### COULD YOU TELL US ABOUT YOUR CURRENT WORKS/DESIGNS?

We produce original designs that will meet the needs of our contemporary modern era with wooden patterns which hold the traces of the past. While doing so, we actually make a "new transformation" considering our mission for recycling with an environmentalfriendly approach. As you know, "new transformation" refers to the creative design of an old and used material. While we transform the old palettes we have, we provide different and more up-to-date functions for them. We offer our wide product range for those who like wooden works by conserving the traditional pattern of hardwood in line with contemporary trends and create comfortable furniture that can be easily used in households and offices.





# "TURKEY IS A CULTURALLY RICH COUNTRY"

Claiming that culture and cultural lines are the essential elements defining the design line of a country,

Derya Kundur believes that the meeting of producers and designers will move Turkey a step forward.

DERYA KUNDUR



erya Kundur, who continues to design patterns and motives on plates and bowls for her own brand Fennistanbul, answered Turkish Kitchenware's questions.

Who is Derya Kundur and how did she first engage in the world of design?

I graduated from the department of Industrial Product Design, Yeditepe University in 2006 and worked as a designer in various design companies until 2013. As of 2013, I started to do work as a freelance designer. In 2015, I created pattern designs on porcelain plates and established the brand Fennistanbul where we put our products on sale. Currently, I am engaged in

the establishment process of a new brand where I will provide design and production services in a different field.

In which sectors do you create your designs? Which field do you especially prefer to work for?

I am doing my designs on porcelain plates and bowls in the name of the brand Fennistanbul. However, I have previous experience especially in commercial and advertisement products, stores and fair stands. We will continue to provide production and design services in commercial advertisement products and fair stands within the framework of our new brand that is being established.

Would you provide further information about your current works/designs?

I continue to work on my pattern designs on porcelain plates within the framework of Fennistanbul. In the meantime, I design fair stands for various organizations' ongoing fairs.



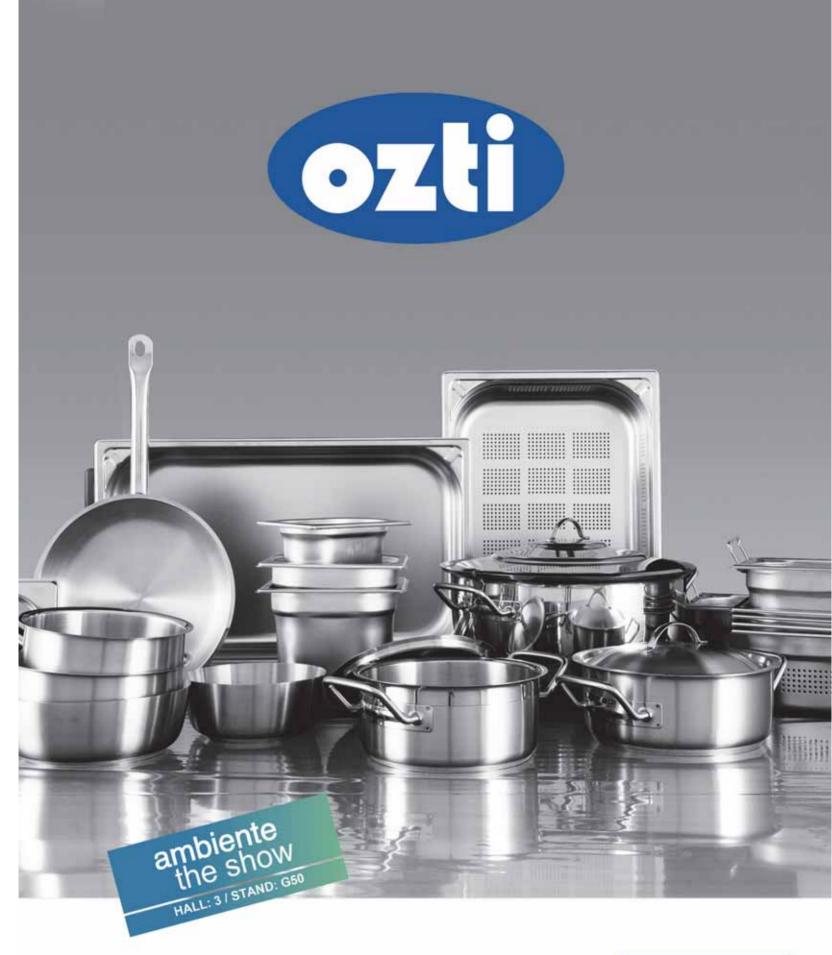


In your opinion, where does Turkey stand in industrial design especially in terms of kitchenware?

I think Turkey has a wide network in the production sector. I believe Turkey can make a name in the world by combining production and design, yet I think we are just beginning. Indeed, we already have world-famous brands that are known in the kitchenware sector. Turkey is a culturally rich country. Cultural lines are the essential elements defining the design line of a country. Having so many qualities and being culturally rich, Turkey should be in a better position in the field of design and I would like to see it reach there. For this reason, I support organizations where producers and designers come together in this sector and I believe this will take Turkey a step forward in the field of design.







professional kitchen equipment





### **"ONCE TABOOS ARE BROKEN ABOUT**

#### **DESIGN, THE SECTOR WILL DEVELOP GREATLY"**



Having worked in the different fields of a company and having been involved in the production section, industrial designer Furkan Ayhan considers himself being in an advantageous position in terms of improving himself.

ccording to Furkan Ayhan who thinks that company owners regard new designs as a threat and therefore that they do not want to risk their company without being assured of the success of the new design, breaking this taboo would greatly develop the kitchenware sector in Turkey. Ayhan gave us an interview and answered our questions.

#### Who is Furkan Ayhan and how did he enter in the field of design?

Art and design has always been a passion of mine. Therefore I never had to think about the field I wanted to be involved in after finishing high school. In this direction, I registered to the department of Industrial Product Design in the faculty of Fine Arts at Gazi University. I completed my internship at Tasarımüssü with Gamze Güven which was a place where I thought I could develop both my graphic and industrial design skills, as I also had an interest in graphic design. I participated to the Istanbul Minerals and Metals Exporters Association (IMMIB) Industrial Design competition and won an award in the category of Plastic Storage Boxes in 2015.

In which fields do you design for? Which fields do you especially prefer?

I started to work in the field

of advertisement where I could simultaneously work on many different projects as I wanted to improve myself in different fields. The fact that I can work in the different departments of the company I work for and that I can be involved in the production procedures contributes to my self-improvement along with the fact that many of my designs are being utilized.



## COULD YOU GIVE US FURTHER INFORMATION ABOUT YOUR CURRENT WORKS?

I provide services in the organization and launching events of corporate companies as Pladis, Garanti Bank, ING Bank, Turkcell, Torunlar, GYO, Samsung etc and design graphics and stands for certain events and activities. I also design stands for shops and stores and various product designs upon request. I follow the production of the final designs after offering my work to companies.

#### In your opinion, where does Turkey stand in industrial design especially in the field of kitchenware?

Companies do not want to take a risk with new designs unless they are 100% sure of the future success of the new design. Indeed, the reason for this reluctance is related with the potential costs and expenditures that will be



required for the new kitchenware design. As a result, they cling to former designs that are already being used and that are already accepted by customers which blocks the way of innovative designs. This causes infertility in the sector. At this point, we are responsible for solving the problems as designers and refrain from extra details and lines while creating our designs so that company owner do not consider these designs as risks and instead regard them as worth-trying. Once we break this taboo on company-owners' part, I think Turkey will greatly develop in the kitchenware sector.







# "I WILL IMPROVE MY SKILLS BY DESIGNS IN DIFFERENT SECTORS"

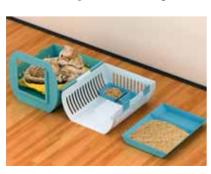
"To me, function is one of the most important factors that make a design successful, apart from its form." says industrial designer Robin Yayla. He especially pays attention for meeting customers' needs, solving a design problem and makes sure that the design is suitable for production.



e had an interview with Robin Yayla who stresses the importance of design in kitchenware and claims that it provides a great chance to industrial designers for performing their skills.

## COULD YOU TELL US A LITTLE BIT ABOUT YOURSELF? HOW DID YOU FIRST START WORKING IN THIS SECTOR?

I was born in Istanbul in 1994. As my father is engaged in jewelry design, I had spent lots of time in his workshop during my childhood and it has become one of the primary reasons why I was interested in art and design. Since my childhood, I had passion for drawing and in the end I got admitted to the Industrial Product Design program at Kadir Has University where I graduated as one of the top students ranking in



third place. During my undergraduate years I tried to perform and improve my skills by participating in design contests. The awards I won in these contests have always encouraged me to develop myself in this field. In the meantime, I had the chance to know more about the sector by doing internships in different fields.

#### IN WHICH SECTORS DO YOU MAKE YOUR DESIGNS? WHICH ONES DO YOU PREFER MOST?

I design for various sectors such as kitchenware, jewellery, plastic package, toys, pet products etc. I do not want to focus on one single sector for design work. I intend to continuously improve my skills by designing for different sectors and learn new things. Yet, I constantly follow the kitchenware sector which is a field where I enjoy working for. To me, function is one of the most important factors that make a design successful, apart from its form. I especially pay attention for meeting





customers' needs, solving a design problem and make sure that the design is suitable for production.

## COULD YOU TELL US A LITTLE BIT ABOUT THE CURRENT DESIGNS YOU ARE WORKING ON, PLEASE?

Currently I am working on wooden and plastic toy production as an industrial designer. In the meantime, I am preparing projects for national and international industrial design contests. I especially follow the package design and Istanbul Mineral and Metal Exporters' Association (İMMİB) contests. I try to improve my vision by visiting international design fairs abroad. Besides, I try to work further on illustration and actually I am about to put my own custom design t-shirt collection on market.

# In your opinion, where does Turkey stand in terms of Industrial design especially in the Kitchenware sector?

Unfortunately, "design" in Turkey is mainly made by engineers and moulders in most of the companies. Yet the concept of industrial design has gradually started to develop in big companies and in the kitchenware sector. Companies like Korkmaz, Öztiryakiler and Hisar are now paying attention to industrial product designers and putting innovative products on market. For this reason, such companies that value industrial design are always one step ahead of their competitors and they represent our country by winning international prizes. Attribution of importance to design in kitchenware sector provides us a great chance as industrial designers for performing our skills. Competition between designers increase and this competition positively impacts companies.







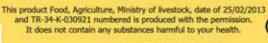




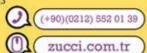
















# NOT ONLY SELF-TAUGHT, BUT ALSO EDUCATED

hef Ersin Avşar gave us an interview, claiming that being curious, doing research, travelling, learning and trying lies at the heart of becoming a good cook.

# When did you first discover your interest in cooking? How did you start?

As my father was also a cook, I have always been familiar with foods and kitchen since my childhood. During my high school years in Istanbul, I would go near my father in Fethiye in summertime and work at the hotel's kitchen. I can say that I learned the basics at the hotel's restaurant. My dad, Chef İsrafil was the cook of the kitchen and at the same time he was a great teacher. I can say that it was my father who made me like this profession. We spent so much time together in kitchen during my youth. Later, I continued this job professionally as an experienced cook.

#### DID YOU GET A CULINARY EDUCATION? OR ARE YOU A SELF-TAUGHT COOK?

I started my career as a self-taught cook under the guidance of my father who taught me the basics of culinary. Later I completed my culinary education at the Dream Academy of Istanbul Doors Group. So, the answer to your question could be "not only self-taught, but also educated". You never stop learning in this profession! As long as you are a cook, you keep learning, discovering new cuisines and exploring new cooking techniques". In fact, it is up to the cook as well... The truth is, if you wish to become a good cook, you have to be curious, do research, travel, learn and try new things wherever you are. I follow these principles. A little while ago, I was in Singapore working in three different



As a self-taught cook who later received his education, Chef of Palomar Bar & Restaurant at The Purl Hotel in Istanbul,
Karaköy, Ersin Avşar states that: "As long as a person is a cook, he or she keeps learning, discovering new cuisines and exploring new cooking techniques".

restaurants and I did a training on Far East Cuisine Culture. I wish to continue doing such travels and trainings.

#### Where else did you work at? When and how did you start working at Palomar?

I worked at many valuable restaurants and hotels in this sector. I worked at Ölü Deniz Resort Hotel, Montana Pine Resort Hotel, Da Mario, Gina, Lacivert and Go Mongo of the Doors Group. I was a chef at the world-famous Landmark Group's Carluccio's Restaurant. My acquaintance with Bilgehan Karakuy, former CEO of Carluccio's Restaurant and business manager partner of Purl Group led my engagement with The Purl Hotel. With Mr. Bilgehan, we started with The Purl Hotel.

# What are the basic characteristics of Turkish cuisine?

As a rich cuisine, Turkish cuisine has both influenced and has been influenced by Asian, European, Middle Eastern and Arabic cuisines. It is one of the most distinguished cuisines in the world as Turks have long controlled the spice route. For this reason, it has different tastes in its each region. The dishes are based on agricultural and animal products. Products are marinated with spices for long life usage.

# IN YOUR OPINION, WHAT IS THE SECRET OF COOKING DELICIOUS FOODS?

First of all, knowing the basics of cooking is essential. You need to work with correct equipments and fresh products and meats of the season. If you carefully pick each item one by one, you may present tasty, elegant and delicious dishes. Indeed, experience is also of paramount importance... Yet, you should love your job and be passionate about it.



# Ingredients:

5 pieces of beef legs, 300 gr. each 2 onions 3 carrots 6 celery ribs

#### For saffron risotto:

5 gr saffron 250 gr risotto 25 gr parmesan cheese 20 gr onion 10 gr olive oil 3 gr salt 2 gr black pepper

#### For grilled chicory:

3 pieces of chicory Salt Black pepper Olive oil

#### Directions:

**Beef ossobuco**: Cover beef ossobuco in flour, sear them in an olive-oil greased pan and place them on a tray.

For the sauce: Caramelize celery ribs, carrots and onions in olive oil. Add minced tomatoes, bay leaves, fresh thyme and rosemary and boil them all. Take the pan off the stove after adding salt and black pepper. Place the beef ossobuco on the tray and pour down the sauce over it. Bake at 160 degrees for 3 hours.

Beef Legs (5 Portions)

For the risotto: Sauté the onions with olive oil. Add Arborio rice and roast with onions. Add some white wine. Add the saffron while the boiling vegetables slowly give out their juice. Take the pan off the stove while the risotto is being cooked and add parmesan cheese, garlic, salt, black pepper and olive oil.

For chicory: Blend the chicory with olive oil, salt and black pepper. Cook them in the grill. Presentation: Place the cooked ossobuco on a service plate and place the saffron risotto next to it. Place the grilled chicory as well. Serve ossobuco after pouring the sauce over it.





# Baked Beets (3 Portions)

#### Ingredients:

250 gr Trhracian goat cheese 6 medium-sized beets 2 bunches of fresh purslane 30 gr pomegranate seeds 30 gr roasted nuts 3 gr Maldon salt 15 gr Truffle honey sauce

#### For the Truffle honey sauce:

10 gr honey 5 gr Lemon 3 gr mustard 2 gr sugar 5 gr truffle oil 80 gr olive oil

#### How to make the goat cheese: Loose the goat cheese with crème until soft. Then put it in a piping bag.

How to cook the beets: Blend the beets with olive oil, garlic and sugar. Foil them one by one and bake them at 180 degrees for about 2 hours. Finely slice the cooked beets after they get cool. Place the beets in four layers and squeeze the goat cheese between each layer in a circle tin. Rest them in the fridge for a while. How to prepare the truffle honey sauce: Blend all the ingredients in a bowl and mix them until set.

How to serve: Blend the purslane with the truffle honey sauce in a bowl. Place the bottom of the plate with purslane. Put pomegranates and roasted nuts around the plate. Take the beets out of the tin and place them right in the middle of the plate. Serve the dish after putting the truffle honey sauce over the beets along with maldon salt.







Chopex Maxi chopper King





Golden Butterfly dinnerware **Jumbo** 





Seasons set Porland



Bone Selection dinnerware **Korkmaz** 



Appetizer set Külsan

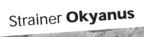






Porcelain dinnerware Karaca







# **S**tyle









Coffee& cake set Porland



Pressure cooker **Emsan** 

# Toaster King



Deep fryer Korkmaz



Moon Alba dinnerware Emsan



Ceramic pans Tutku Metal





# Open the door to new business opportunities at Ideal Homex

Ideal Homex is Istanbul's international event for housewares buyers from across Turkey and beyond. With so many great ideas and new products just bursting to find their way into your store, finding your next best seller has never been easier.

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# **Paşabahçe,** product range of 20 thousand and exportation in 140 countries...



Ülkü Berna / Marketing Director of Paşabahçe / www.pasabahce.com.tr

Marketing Director of
Paşabahçe Ülkü Berna states
that as one of Şişecam Group's
companies, Paşabahçe Glass
Industry and Trade Inc. attracts
a wide customer group with
more than 20 thousand
range of products that are
manually and automatically
manufactured. She adds that
they export their products in
140 countries and 65 percent
of their sales are taking place in
foreign markets outside Turkey.

e had an interview with the marketing director of Paşabahçe, Ülkü Berna, to learn more about one of the oldest companies in Turkey.

# Could you briefly tell us about the history of Paşabahçe, please?

The brand Paşabahçe first emerged when the first factory of Sisecam was first established in Beykoz, Paşabahçe under the directive of our Great Leader Mustafa Kemal Atatürk in 1935. Starting to operate for meeting the basic glassware demands of our country under the name of "Anonymous Society of Turkey's Bottle and Glass Factories", this factory managed to meet the glassware demand in the country with 3000 tons of production by the end of its first year. As one of Şişecam Group's companies, Paşabahçe Glass Industry and Trade Inc. is today among the top three manufacturers of the world as a global actor in the glassware sector. As a leader in Turkey with its unique structure in specialized retailing and with more than 80 years of experience,

Paşabahçe Glass Industry and Trade Inc. is among the oldest companies in Turkey while also including all Paşabahçe Stores within its scope. Having succeeded in becoming the "love mark" in Turkey while representing quality and trust with the establishment of a sentimental connection



with its users, Paṣabahçe aims to transfer this very achievement to a global context through its vision of "earning a place on every table all over the world".

# HOW DID YOU SUCCEED IN TURNING PAŞABAHÇE INTO A BRAND AND HOW DID YOU PUBLICIZE IT AND GAIN RECOGNITION?

As the first and, for a long time, the only single glassware producer in Turkey, Pasabahce became a precious brand in the eyes of Turkish people not only because of its qualities but also for its power to constantly innovate without losing old values and for its wide product range that can meet any needs of consumers. Today, consumers can easily find any traditional or trendy glassware needed for their houses or offices under the name of "Paşabahçe" in every corner of Turkey – be it in the district bazaar or in the most luxurious shopping mall or through any outlet. They can heartily feel the reassurance of century-old Paşabahçe while doing their shopping and making their choices. For this very reason, Paşabahçe becomes the first brand that comes to mind when speaking

# **B**rand history



of glassware for homes. What makes us unrivaled in the eye of our customers is the fact that we can completely meet any needs and demands and we can contact with them at any point. But most importantly, our 80-year old values that we still preserve make us special and unique in their eyes.

# COULD YOU TELL US ABOUT YOUR LOGO RENEWAL IN 2012 FOR YOUR BRAND? HOW OLD WAS YOUR PREVIOUS

With its memorable Paşabahçe script typed in italics written on a red ellipsis, the 77 year-old Paşabahçe logo became the symbol of quality, trust and accessibility for Turkish people. As an outcome of high-technology in recent years, almost all aspects of business life was transferred online over the Internet and therefore this brought about certain changes in necessities and requirements. In order to keep up with these changing necessities in terms of our corporate identity, we updated Paşabahçe logos as well as other sub-brands. We especially prefer to use the term "update" instead of "renewal" here as we paid extra attention



for conserving our legacy and heritage. We got rid of the red ellipsis and in a way that liberated the Paşabahçe script. We added our new logo to the whole emblem with two drops and therefore we modernized our logo without losing its original form.

#### What was your purpose with this new logo? What were you mindful about while making this change?

While our new logo was updated in accordance with current needs and conditions of our era, it also represents our 77 year-old legacy and values. The two drops are apparent in our new logo. Glass is a material that comes from nature which can also be recycled. One of the drops in our new logo represents the natural aspect of glass and that it can be recycled forever without harming nature. The other drop, on the other hand, resembles the fluid structure of the glass before it is given a shape. The white area in between these two drops has the letter "P" of Paşabahçe.

#### What kind of collaborations do you have with foreign or national designers while creating your new products?

The product range and number of new products that are put on the market by Paşabahçe is very high as it can be nearly considered as a global leader in its sector. Paşabahçe needs a strong design power in order to achieve this. We provide this design power both by employing designers and by working with foreign designers. Our designers' team currently consists

of more than 30 designers. Besides, we collaborate with world-famous designers such as Ron Arad, Mikko Laakkonen, Pentagon Design, Rony Plesl, Markku Salo, Alev Ebüzziya, Selçuk Demirel, Ali Bakova, Erdem Akan, Ayse Birsel etc. Indeed, developing a new and a correct product is not only limited to the power of design. All the brand, marketing, sales and market research departments should cooperate in harmony in order to provide accurate data and demands for the design department. Apart from this, development and production departments that play a part in the making of products taking from the design stage also compose the other significant elements of this process. To summarize, the path from ideas to the final-product is a long procedure which requires hard work. A successful teamwork is necessary in order to actualize this in an efficient way. There is always and there should always be an organic relationship between the designer and the manufacturer or the glass-maker. The party who pictures and designs the products and the party who makes and creates the product are complementary and inseparable elements to one another. We assure that this relationship is accurately and efficiently realized while developing the products. In a way, we try to reflect the idea of the designer in the best and most accurate way upon the product.

# COULD YOU GIVE INFORMATION ABOUT THE WORKLOAD OF PAŞABAHÇE IN THE SECTOR AND HOW MUCH ITS PRODUCTION IS SENT ABROAD AND HOW MUCH OF IT REMAINS WITHIN THE COUNTRY?

As one of Şişecam Group's companies, Paşabahçe Glass Industry and Trade Inc. attracts a wide customer group with more than 20 thousand range of products that are manually and automatically manufactured. We export our products to 140 countries and 65 percent of our sales are taking place in foreign markets outside Turkey. Paşabahçe Cam operates in Kırklareli, Eskişehir and Denizli within Turkey. It also operates in its production facilities that are located in Bulgaria and Russia.



# **TOWARDS AMBIENTE FAIR 2017**



The Ambiente fair, held annually as the world's largest fair in the kitchen and house wares sectors is held between February 10 and 14, 2017, once again with high

attendance of Turkish firms. Turkey's national participation in Ambiente 2017 have been organized by İMMİB, where Turkish companies meet visitors and participants from all around the world.

# ambiente

Along with individual participants, 72 companies are attending the fair in the Turkish pavilion which is located in Hall, 3.0, 5.0 and 10.1, for the 22nd time this year. Turkish firms which offer a wide product range including metal kitchenware, small electrical appliances, plastic kitchen and house wares, glass items, garden furniture and gift items draw the attention of buyers with their competitive prices and superior quality products. We invite you to the Turkish national pavilion to get information on Turkish brands. Through other sector reports and lists of manufacturing firms, you will have the chance to access not the ones at the fair, but also all firms in the sector.

# IDDMIB ORGANIZES A NATIONAL PARTICIPATION IN SPRING FAIR 2017

Turkish kitchenware and housewares sector continues to globally expand with new fairs. Istanbul Ferrous & NonFerrous Metals Exporters' Association (İDDMİB) organizes the first national participation at Spring Fair with the participation of 10 companies in Birmingham, UK, on 5-9 February, 2017. The Turkish Housewares Pavilion will be at Hall 9, showcasing its amazing products among international competitors.

Last year, 2421 participants from 43

different countries joined the Spring fair, taking place on 14 different halls that amount to an area of 160,000 square meters, and more than 64 thousand foreign and domestic visitors showed up at the five-day fair. Spring Fair is regarded as an important fair that is visited by distributors, wholesalers and purchasing agents of retail chains that are based in the UK. The UK is already ranking high on our exports due to its proximity to Turkey and because of the longstanding relationships with

our companies. We are certain that the national participation at Spring Fair will significantly increase our exports as it will put the Turkish Housewares at the center of attention. www.springfair.com



# VISITS TO PERU AND MEXICO WERE QUITE FRUITFUL

On November 6-13, 2016, Peru and Mexico were visited within the scope of the UR-GE (International Competition Development) Projects of the Turkish Housewares. 21 representatives from 19 companies of the UR-GE Project as well as 3 representatives from Istanbul Chemicals and Chemical Products Exporters' Association (İKMİB) joined the committee during the organization. First, Lima -the capital city of Peru- was visited where a retail tour was made to get information on

the market in Peru. Bilateral negotiations were made with Peruvian businessmen. Nearly 25 companies participated in negotiations as purchasers in Peru and averagely 10 interviews were made possible for each of our members, with 203 interviews in total. Later, bilateral negotiations were made with Mexican businessman in Mexico City. Nearly 21 companies were interviewed in the Mexican market. 184 interviews were made in total in Mexico, with each company doing 9 interviews in average.



# WINNERS OF THE DESIGN COMPETITION HAVE BEEN ANNOUNCED

This year, 260 applications were made to the Third Plastic and Metal Packaging Design Competition which is organized with the cooperation of Istanbul Chemicals and Chemical Products Exporters' Association (İKMİB) and Istanbul Ferrous & Non-Ferrous Metals Exporters' Association (İDDMİB). In addition to plastic and metal packaging, this year another category under the name of 'Concept' was included in the competition with the motto of "Package the Culture" that focused on traditional products which are unique to Turkish culture. An award of 159 thousand Turkish Liras in total was granted



to professionals and students that were placed in the competition under three categories. The winners of the competition also earned the chance to visit the prestigious packaging fairs abroad and to benefit from the study-abroad scholarships that are granted by the Ministry of Economy. President of Turkish Exporters Assembly, Mehmet Büyükekşi; Chairman of İKMİB, Murat

Akyüz; Chairman of İDDMİB, Rıdvan Mertöz; Deputy Chairman of the Turkish Exporters Assembly and Vice Chairman of İDDMİB, Tahsin Öztiryaki, board members as well as representatives of the designers' sector, academicians and students participated in the award ceremony that took place on the Foreign Trade Complex.



# THE SECOND MARKETING TOUR WAS MADE IN FRANCE

The second international marketing activity of Turkish Housewares within the scope of the UR-GE (International Competition Development) Project which is initiated by the cooperation of Istanbul Chemicals and Chemical Products Exporters' Association (İKMİB) and Turkish Housewares Manufacturers Association (EVSİD) within the scope of the announcement made by the Ministry of Economy in Turkey on the empowerment of International Competition Development was made in the French market. 29 companies from the Turkish Housewares UR-GE project, 3 representatives of İKMİB and 1 official from EVSİD participated in the organization that took place



on May 18-20, 2016. Chain stores that operate both in the kitchenware and houseware sector such as Gifi, Carrefour, Du Bruit Dans La Cuisine, Domus Shopping Mall were visited during the retail tour that was organized by the committee on May 18, 2016 in Paris. Moreover, analysis of products and prices were made during this tour.

# VISIT TO THE MARKETS OF INDONESIA AND VIETNAM

The first international activity of Turkish Housewares within the scope of the UR-GE (International Competition Development) Project, was made in the markets of Indonesia and Vietnam. 21 companies from Turkish Housewares UR-GE Project and 3 association representatives of İKMİB participated in this organization which took place on March 20-27, 2016. Chain stores such as Metro, SoGo, Matahari, ACE Hardware, Informa were visited during the retail tour which was organized by the committee on March 21 in



Indonesia. 21 Indonesian purchasers in total registered for job interviews and all of our companies had negotiations with 4-6 purchaser companies in average. The next stop was Singapore. Here, China Town, Sia Huat as well as Tots -which are kitchenware wholesaler

stores-, were visited during the retail tour. Later, in Vietnam, chains such as Citimart, Nguyen Kim, Phan Khang, Big C, Lotte Mart were visited. 276 business meetings were made during the program in which 52 buyers participated in total.



**TABLEWARE** 







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