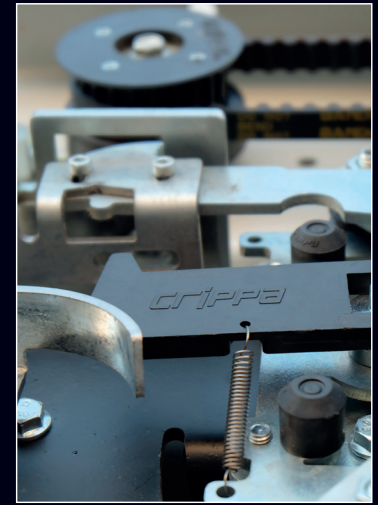




Ibrahim Tunçay, the factory manager of Çağın Asansör, which has been operating in the elevator sector since 1970, talked about Çağın Asansör and the doors they produced with Crippa brand and new generation door brands 'Turbo T.T.'



Mr. TUNÇAY, Hello, can we listen to your company history from you first? Can you briefly tell us about your production system?

Hello. Founded in 1970 by our late father Durmuş Ali Tunçay, the main activity of our company is to manufacture elevator cabins and doors. Our factory, in Sincan, Ankara, has a total area of 20 thousand m², of which 8 thousand m² is closed. After each product in our production facility is designed in the light of the current state of legislation and technique, solid modeling is performed and then manufactured with the latest technology punch, laser, press brake bending machines. We closely monitor our entire production process.

Our head office, where we carry out our work on design, sales and marketing is in Ostim, Ankara. Our cabin&door showroom and elevator market consisting of thousands of elevator materials are in our head office as well. We redecorated the showroom with dozens of new model cabins with our own original designs recently. Elevator enthusiasts from all over the world are welcome to drink a cup of tea and tour the showroom.

Can you give information about the landing and cabin doors that you offer to the sector and the safety components that you produce about the doors within the scope of the Lift Directive?

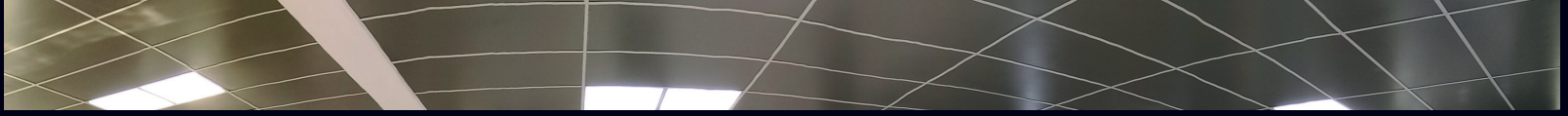
In our factory, our registered trademark

'Crippa' doors are manufactured. As listed in the 2014/33/EU Directive, our 'landing door locking devices' have been subjected to 'Type Examination and Conformity' assessments by Liftinstituut, and the CE marking indicating compliance with technical requirements is attached to our products. As you know, CE marking means that you can trust this product in that does not harm you or your environment. Aware of this, our customers rely on Crippa doors and prefer us by saying 'let the doors be Crippa, let's not have problems.'

By the way, we have designed a new generation door with a new brand this year in line with the demands of our customers: Turbo T.T. The tests of this brand-new door have been largely completed. We are looking forward to supplying it to the market as soon as possible and introduce our customers to a unique and ergonomic product. "Push your limits!.." is our motto, we are pushing our limits by Turbo T.T. There is already a lot of demand from our customers for her. Unlike Crippa, we separated the door mechanism from the header for Turbo T.T. There are options with fixed mechanism as well. Especially for non-ideal well dimensions, this new doors to provide great convenience with the frames 80 mm width and the header 210 mm height. Door frames can be used without right-left separation. We plan to provide 5 years warranty as we rely on our product very much. Besides these advantages, Turbo T.T. is at least as high quality as Crippa.

Do you share the competitive advantages that make your products preferred? What are the directive and standard requirements for your products and the documents you have?

There is a nice saying: "Customer defines quality." That's why I don't think it's convenient for us to say our products are so excellent, so durable ... Notwithstanding, I can claim that Crippa is one of the few most trusted brands in Turkey. Perhaps the only criticism we face is that Crippa is more expensive than the other doors on the market. Elevators are products in the high risk group, and doors have a special importance as the safety. If it is about the safety of life and property, we can never compromise on safety. We have customers asking why there is no the 'eco' line of our doors. Actually, the answer is hidden here. "Let's sell the doors cheap, when material change required we compensate it 3-4 years later!..". We can't have such a thought, nor should we. When customers use our doors, they should not need spare parts for at least ten years, moreover, these doors should be able to last 30-40 or even 50 years. That's our ideal. We have no such concerns as " let's make it cheaper, let's sell a lot of doors." Our principle is 'let's sell fewer , let's produce better quality.' Every customer has the right to use the same quality product. One door order is as important as a thousand door orders for us. We want to hear from our client: "...we used Crippa doors in this project. It's been decades, it's never broken down; the doors are still working



like the first day. Well done!". Actually, this is already happening. The value of seeing the doors that our father built 30-35 years ago still work without any part changes is priceless!..

As for the certification, we already have about 35 current documents. ISO 9001:2015, TSE K, Type Examination and Conformity, Fire Resistance, Pendulum Impact and Vandal Resistant ...

2, 3 and 4 panel stainless and glass automatic doors and swing doors are fire resistant for 120 minutes and E 120 certified. Further, we have EI 120 cert. for our 2-panel fire insulated doors. New certificates are on the way.

Do you produce doors for different uses?

Soccer stadium, railway station, emergency department of hospital, footbridge elevators shall be vandal resistant. We have certificates of conformity to EN 81-71 Category II for our glazed & metal paneled landing and cabin doors. Recently, Ankara, Kocaeli, Denizli footbridge elevators, Karaman and Çorum City Stadiums, Bursa City Park (Millet Bahçesi) elevators' cabins & doors have been manufactured as anti vandal.

Vandal resistant doors shall be so special and durable that they can withstand deliberate destruction and violence. It's not a job that can be done by making a written statement from the manufacturer. It is not possible for inspection organizations to perform strength tests specified in codes during the elevator inspection. In this case, it is very important to conduct these tests previously by an independent organization and certify the product. We ask our customers to look for the right to the money they give and question the products they receive. Not only for vandal resistant doors, but also for all the others, pendulum impact experiments are required in EN 81-20/-50. Let our customers ask door suppliers whether these tests have actually been performed, and ask for reports. These elevators will carry lives. Nothing can compensate for a disaster that can occur due to negligence or the use of weak materials.

Are you familiar with the certification and testing processes related to your products? How do you follow it, how do you manage these processes?

Certification processes are carried out by our engineers. We are also a member of TSE

(Turkish Standards Institute) Elevator National Technical Committee (Mirror Committee). The standards are still being drafted in English and are reviewed by our technical staff. We can express opinions as a company before the standards are published. In addition, technical articles about elevators have been written by our engineers and published in more than twenty international publications, in seven different languages within a year. By the way, we have a testing laboratory to carry out necessary tests in our factory.

Finally, what would you like to say?

Although we mainly export our products to Europe, one of the target markets is Russia for us. We also want to increase our market share in the Middle East.

Our new investments will continue. Building on half a century of experience, we are looking towards the future with our young and dynamic employees. Being aware of the value and trust that our customers give to our company and products, I hope that our quality journey will continue forever. Let the last message to all customers be this: "If you buy quality, you only cry once."

