



Arslan Alüminyum A.S. / Mehmet ARSLAN / Board Chairman

I witnessed a sector that did not hear me although I saw and told the facts beforehand...

Mr. Mehmet, please inform us about the present status of the sector first of all. I wonder what kind of view you will draw.

I sought a solution since I anticipated that Turkey would suffer from a serious raw material problem in respect of aluminum and since I closely suffered from it recently. I brought the owners of the reputable firms, in a number equal to the fingers of two hands then, together around the table and said: "Let's establish a large raw material production facility in the district of Caycuma region of which was clear and close to the port. Let's make such an investment, do you be a partner?"

Then, I provided other details and informed them. I said: "This company would give you loan equal to your capital." I told that, for instance, there is an investment value of USD 10,000,000, they would have loan equal to their capital contribution in the company. Nobody came after three meetings. Then, everybody started to establish his own small raw material facility at higher costs.

Then, we see everybody complaining at the time of problem in particular in the interviews and on other platforms and saying "There is a raw material crisis in this country, I wish that there is a major raw material producer". I realized a dream by experiencing them.

Namely, I am person who achieved the thoughts in the brain without jailing them and who experienced them actually. I experienced it many years ago and I achieved the thing that I told at the meeting held on that day alone after many years. Today, Arslan Alüminyum has a structure capable of showing the success of producing 120.000 Tons/Year of aluminum billet raw materials by the highest quality production system of the world and highest-level technological system of the world. So, I experienced, tried but not achieved. Therefore, everybody solve his problem himself in this sector and it happened so.

The Aluminum Sector must accept the partnership structure to grow...



There are rare individual successes in Turkey. Participated structures must be developed. The entire world collected so and it must be accepted. Unfortunately, partnership does not occur in Turkey. If all these interim works are collected together, the capacity size would be 240.000 tons and the capacity would reach 1.000.000 tons/year if they are processed at such installed foundry. What is 240.000 tons? Why do you make effort to do it? Therefore, there is also a foundry crisis in the country.

If this sector believed us at those times, the second investments of 240.000 tons of quarries and 500.000 tons of production today. When Mehmet ARSLAN established the facility producing 240.000 tons in the city of Bilecik, Seydisehir Aluminum Facilities were producing 55.000 tons of aluminum. I brought production being 4 times of Seydisehir to Turkey. I made it for my country since I anticipated the major crisis to be suffered by the aluminum sector at those times and tomorrow. Therefore, we started to stand on our own feet by saying **"it is our destiny"**.

We participate in international fairs and understand from attitudes of the visitors that we achieved the quality and reliability is spoken now.

We see that the European market has been closed today. You know, I said it you before; I suggested not to give importance only to this market. The scene is obvious when you look today. You know that we participated in the Aluminum Fair, which is organized in the city of Düsseldorf of Germany in every 2 years as usual. Our visitors are composed of very special firms. They see a well-rooted firm with the highest level of corporate structure to buy the aluminum raw material or profile at the desired quality. Everything is OK, you are OK but your country is not OK this time. The customer says: **"We appreciate your firm, we know that it is reliable but we may not make 2017 connection with you because I may trust in you and place my order and make sale to the other party with a guarantee."**

You may make your production but if you fail to ship that material to me, then what I would do? Who will indemnify my loss?" Namely, he implies if your state makes an amendment to the constitution at any time, what they would do there. Am I superior to the state? How can I reply it? How can I say it as Arslan Alüminyum? Or how can the aluminum factories say it under the present conditions? We cannot overcome certain things due to the conflict of a few large countries in Europe with us and their attitude. The world is in a complex, the environment is in a complex, we do not know what to do but,

I, Mehmet ARSLAN, trust in the present government.

The frame of mind and style of our President Recep Tayyip Erdogan exactly matching with the frame of mind and style Mehmet Arslan. People sometimes say that his style remains below the style defined by the state. Although they say so, the community support him in this manner. I may say clearly that while everybody ceased all investments in the second year of the period of his prime ministry, I made the smelting investment as a result of my bilateral interview with him. He said: **"This investment is beneficial, do not be afraid."** And I made the investment without hesitating after this statement although I thought that nobody made investment. He said **"Do not make for someone, make it for future of your country, it is the most beneficial one."**

When you see it today, there are the same statements uttered **"Never make investment, the country goes into a gap"**. I still continue to argue my investment decision and sign start and agreements of new investments. I continue to invest since I have received the investment promise. Construction of the vertical dyeing facility continues rapidly, we signed agreements of our machine orders. An investment has been started for a dyeing system to increase the initial capacity of 1.250 tons/month to total 3.000 tons/month in the 6th month.

When we were making these investments, we made them to sell material to Europe. Europe was blocked and I again trust in the government and I believe that it will not bring this country to ruin and bring it to better levels. I believe that we, as the industrialists, take more decided and more accurate steps, make our decisions and do something for the growing Turkey.

Please publish the advice of Seyh Edebali to Osman Gazi starting by saying "My Son". I want to say, as a quote, only: A good horse is called Bay and a good brave person is called Mad...

People should read it. It is the thing done by our President today. Therefore, nobody should do a wrong thing in this respect. Do not withdraw a case where you are right, you would win at the end. It is the advice of Seyh Edebali to the founder of a 650-year empire. I read it and adopt it as a target when I go to work everyday; these statements are my way and fellow. They should respect, they should get over and should not speak in a rambling manner. They should not speak and warn by quoting other's statements. I was visited by a friend recently and said "You mentioned about the present losses of the sector and risks to be carried by them to the future at a hotel meeting organized by you. You were right. We experience all of them with pain and despair today."

I support my statements uttered many years ago. I do not speak about the past and do not want to speak about today. I consider them as a gossip and I speak only future. You should remember them and take lessons and duties from them. I had a talk with a bank authority last year and I said that the foreign exchange prices would increase. Then, the same banker reproached that **"How did Mehmet ARSLAN said it, we did not believe him then. See the gap we fell today."** We are industrialists but there is no need to be a scholar to say something.



You have not a coat on a winter day and I say you will feel cold, am I required to be scholar for it? You will wear your coat, you would get over feeling cold with a flu at the maximum. They are very important. People would find the right way in time.

I will be 73 in 2017 and will complete the 60th year in my professional life. I am one of the former persons living in the aluminum profile sector and performing this business. There is no second one. There is Celal Baser in the plate sector. There remained no surviving person. We know the starting point and present point of it very well. We might reach better places but very honest persons may not reach better places. If you insist on reach such places, you must waive from something. If you ask about my opinion about this period, I think industrialists must protect their government and continue their investments; there is no other way to go.

I, as İlhan KAHRAMAN, always say in my articles primarily that I feel happy to know you, to get a change to know you at the very beginning of this business. The firm directors of Turkey, who are even very important and very valuable today, drew the road map of the future of the Turkish Aluminum Sector at very small ages in fact. Therefore, I have only wanted this sector to reach very good places. The Aluminum Construction Magazine has been carried to today with the energy taken from the strong infrastructure of those periods in fact. I personally witnessed when I talked with you and important values of the sector like you that your anticipations for the future are high, you have high level of country love and high level of respect to the values. Namely, when I look the leading directors of the major industrial firms today, I see that their personality structures never changed which makes me very happy. Believe that I might not experience and learn this issue if I started in a sector seen to grow today instead of putting a publication into operation and carrying it to the present days by integrating the thing being considered as right by me with people in the difficult periods of this business in the years of 1999-2001.



Everybody produces, yes today is the time of production, we should produce but nobody handles the sections to ensure carriage of this business to the future. Only producing and selling, earning money or if they fail to produce, selling them and escaping due to failure. Namely, the vision, mission, targets, expectations and purposes are not talked. Advertising of the event is never talked from my part. No importance is given to promotion and advertising is almost absent. I cannot catch a special platform to discuss future of the Turkish Aluminum Sector unfortunately. In recent years, I started to see attitudes and behaviors almost reaching the point of "saying "do not" even with subjectivity in this publication that we prepared by supporting the Turkish Aluminum Sector as a magazine director having a success reward issue by TÜİK – Turkish Statistical Institute. I believe that love and passion toward aluminum decreased.

You are a director of an investing firm and you experienced an important adventure as an industrialist making and liking investment. Please explain Arslan Alüminyum in the world of 2017.

Story of Arslan Alüminyum, started 60 years ago, reached the present days under the management of Mehmet ARSLAN from the beginning. As Mehmet ARSLAN, with a business experience for 60 years, I see that each passing day is a more difficult day. I have adopted the year of 2018 as a target. For reaching the smelting facilities, that I installed in Bilecik, to 240.000 tons/year. Your drawing the target is not sufficient today as I see. If you have no politician drawing the target and keeping face it today, no progress is achieved despite your efforts. They make you indirect brake instead of direct brake. I see recently. I was a firm exporting 50% of my production up to yesterday, production decreased by 50% rather than export of 50%. Namely, export decreased fifty-fifty.



I believe that it will reach that point, even if not zero. The last fair showed it. If you sell the material, you grow and make substantial productions. Nevertheless, we sought the ways to increase quality to sell the goods.

Purpose of today's investments is to raise the material sale resistance a little more. Otherwise, the year of 2017 would be recorded in the history as the dimmest time of the last 15 years for the sector. The government issues declarations and mentions about a package of 250 billion. What does this package include exactly and to whom this package will be given? To whom this package will be given, who will benefit it? We have always taken matters into our own hands during our life, nobody decisive anybody. If we do not be realistic, we go to the gap. I say the same thing for everybody. I say it as an industrialist and investor. We will make investments as long as our facilities are available, we do it and try to do it. We desire to rapidly circle the wheel and provide the country something by doing everything required to sell our material, quality, investment etc. We try not to fall down from the gap as a minimum.

It is definite that we wonder around the gap as the industrialists...

I hope that we become aware of it and take associated measures as the industrialists because it is definite that we have not very easy periods in the following years. We cannot see the future. Namely, the state says aid package but I have not seen any aid of the state for me in my trade life for 60 years.

What would Arslan Alüminyum desire about this aid and incentive packages prepared by the State of the Republic of Turkey?

The exporter is said to be supported. Who is supported? The industrialist is said to be supported? Who is supported? Nobody expects me to make export and bring foreign exchange for development and growth of this country.

If any persons receive that support, the person who gets that support and aid and who benefits from the package recovers the country and brings foreign exchange! Those people rescue this country! The war is won by the infantry as long as the commanders manage well. If you distribute it to the commanders, you win the war. We are the infantry of the country as the industrialists. You will win the war with us if you desire to win. You shout that "Fight, I am behind you" but I am impacted firstly. Therefore, the chief commander must review here a little. If the chief commander desires to win the war, not only officers but also petty officers are required. What happens or not if you get here after bombing everywhere. You require enlisted men there. Those receiving these aids and funds must rescue the country.

I say that the Turkish Aluminum Sector failed to meet and share the same thought from the beginning of this business. In other words, I see it a ship without direction, sailing to each wind. Why, does not the aluminum sector fight generally and with integrity rather than individually?

You know that those managing the organizations said "tolerate, be silent, do not speak" to subordinates when they filled their wallets and pockets; they always did it. However, I know that this work would burst at a point but they are not aware of this fact. How do you fail to organize in the sector? See those who desire your organization, who they are. Those who does not want the organization say "Please be silent, wait for a little time, tolerate one further period"; then the head of the organization went away and the remaining ones with patient. Where? However, it is not said clearly. "Do not hear the one you heard, do not see the one you saw and do not talk and say about it at work." However, the one, who understand it, understands it. It is not sufficient to be much frank at all, you are injured. I, Mehmet ARSLAN, talked about everything that I found right in all environments up to now and I never sold anything that-

I heard from anybody up to this age. I spoke everywhere with my own conscience and free will and decisiveness and said wrong to the wrong thing. I never thought about injury due to saying the right thing during my life and I was never injured due to the things I said and told. I will never abstain from any person for any situation.

I gave you a very important message for future of the Turkish Aluminum Sector then, it would be received if desired. I said "Nobody will buy 1 kg of material from Arslan Alüminyum without guarantee". "We would recover this sector firstly and then we would develop it if we spread it in general." I declared it on the Aluminum Construction Magazine. I did it, namely I supported my statement and I did it. I would expect everybody, who engages in this business, to do it as well. You would place order from abroad and pay and clear the goods when they arrive the port. You would not pay for the goods you bought from Arslan Alüminyum or firm X, earn money by using him and then disappear and go! What kind of trade, what kind of understanding! I would expect each firm to participate in this major operation for a good, happy and money-earning sector. However, you see that while you make such a decision for the sector, another firm extended his terms and provided his goods to the persons, to whom we did not want to be provide goods, as if it is a good conduct. It was assumed that "Good, I took customer of Arslan Alüminyum." Maybe you took my customer but you were unaware of the fact that the money, not paid to you, covered my receivable. Maybe my sales decreased by one period but I started to make business with the firms trying and making effort to strongly reach good places in this sector. Thus, I won high quality new firms and collected my receivables. Now, the one, who thinks that customer of Arslan Alüminyum was caught by me, would think what to do. That man has to work and pay his outstanding debt to me. You would work open account for payment of that debt; who will win?



I have made these investments for this sector to win and achieve all the time. It is not a joke or illusion. It is required to act as an industrialist and investor. You may not injure this country, this industrialist due to silly reasons! How has the aluminum sector achieved large number of investors? Some tradesmen brought presses through leasing. Factories have been constructed through leasing.

There was no capital, raw material was purchased by postdated cheques. Leasing was paid with monies earned from productions. I started to see it at those times, you ultimately represent the significant part of the sector both on the profile part and raw material part. We ceased sales 2.5 years ago. Our sales decreased from 7.000 tons/month to 2.000 tons/month. They assumed that Mehmet ARSLAN would bankrupt. In fact, Mehmet ARSLAN made this decision to collect his receivable. Namely, if Mehmet ARSLAN continued the situation on those days, both the factories would bankrupt and Arslan Alüminyum would demonstrate the major collapse of the history may be. I ceased it for this reason to collect my receivable.

Then, I went to my facility. They were sold by cheques, very good, sales on each and every day. This work got worse. I made my warning timely whether or not people understand. If everybody complies with this decision at that time, so many facilities might not be constructed easily and profit margins would not decreased such much and so many problems would not be experienced. Most of the facilities operate with 10-20% today. In other words, the sector has fallen down. How such a large sector has fallen down? If everybody said "raw material is important, you should but raw material if you have money", such businesses could not be entered so easily and they would think for forty times, but it did not happen so.

Tradesmen ate cream of this business. Many of the factories are idle. I have a production capacity of 5.000 tons but I produce 1.500 – 2.000 tons of profile -

monthly. I have 8 presses. I have raw material. Well, have I built this facility to work for others free of charge? I never intend to distribute material to any person free of charge. We try to develop new variations, new products and conduct search of new markets and new products for consumption of our material more today. All these investments are made for this reason. Some people took lessons partially.

If you take the precaution, which had to be taken 5 years ago, today, how would recover the loss for 5 years? The reason is that they did not believe the facts said by us. To whom they resembled me when I said them? Maybe they believed that "they try to deceive us". If Mehmet ARSLAN desired to do it, he might made Arslan Alüminyum, having the largest facilities of Turkey today, as the leading raw material supplier who produces the highest quantity of profile. Nobody should assume himself much clever. There is no return from this work, so precaution must be taken, an order must be founded and the sector must be given the reputation deserved by it.

When we look at today, please talk about the general condition of the sector.

Well, I do not say that white gold money is earned in the Turkish Aluminum Sector, a place brought by leasing men, banks, tradesmen. I want to ask these people for thinking a little; why do not the giant firms of Turkey establish aluminum factories? Were they incompetent firms? They entered into the plastic business but not preferred the aluminum. They did not think that it would be a very large sector. The reason for their entry into plastic is that plastic, a material instead of wood, whetted their appetite. A practical wrong was made in respect of aluminum from the beginning. It is used at low levels in doors and windows now. It was used on facades, used in inside, offices, very special structures but as a developed system. Aluminum tries to come itself now. Is PVC so? Ten thousand tons of material were

produced for the door and window sector and still being implemented intensively. Aluminum however, reached important levels in the industry. The greatest reason is its easy shaping and low cost of mold for easy production.

Aluminum is not in the status that "I produced this profile, buy this profile from me" but "I produce this profile, I would provide according to your requirement" in the industrial sector today. In the past, it was produced and sold continuously; there are system series now, it changed. May firms thought that is aluminum used only in doors and windows intensively? No, the industrial leg of this sector is stronger. 80% of the aluminum profile, produced at the facilities of Arslan Alüminyum, are industrial profiles today. There will be products present in bus, automotive, airplanes, trains, all industries you may remember. Therefore, if new presses are installed with this logic, it comes from division of the sector, not from its growth; one of them rises, the other collapses. When one is happy during raising, it also collapses.

I proceeded with raw material from aluminum profile for this reason. When I achieve to provide my raw material, the sector has already reached certain levels. Recovery of this sector is again the aluminum profiles which are the industrial requirements. Bus, truck, articulated lorry complete chassis shall be pressed from now on. The defence sector goes there, we must produce them. I, as a caster, consider to produce and scrap the profile rather than its production. There is a wall in front of me, there is a world behind that wall, I cannot see or know if it is foggy, sunny, snowy or rainy. I may say the thing I see at the back of the wall when I pass to the behind of the wall.

The subsequent statements for the Turkish Aluminum Sector may not go beyond estimates. The reason is that I do not believe that anybody has anticipations in this sector.

The sector makes very important productions and exports. Please provide information on the following process.

I cannot know what will happen in 2017 I understand what happens there from clothes of coming persons. I would say a clear thing about this matter. Europe might not challenge us on any matter today if there is joint act and implementation of the decision made on the same table in the structure of the Turkish nation resulting in strong cooperation and powers. The European people would not do those they do today which would disturb them. When we fail to achieve such cooperation, we may not be with them, the situation is so simple and clear. We will learn cooperation. We discussed the same matter with each other, we have been institutionalized, they would be among us. There is no need to seek other thing under it. The issue of Europe is not the issue of Muslim- Christian. You must solve the problems internally firstly and then go outside. Correct yourself firstly, button your jacket, be institutionalized with your identity and sector represented by you and then go to the market; do not defy; make cooperation!

People say that the major shortages of the sector are personnel, raw material and energy as to the general structure. According to you, are there other shortages? What do you want to share with us on this matter?

Those mentioning about a problem in personnel quality must honestly consider themselves firstly. An enterprise has the director at work producing in high quality, trying to sell in high quality and at work all the time.

There is a director sitting at the office on the other hand saying "I installed them, there is no man to perform my job", there is no such a world! The persons who are present at work would not have a complaint of personnel. I do not know any person whose business stopped due to lack of personnel. People without a spirit of employer may not be successful in life.



You may have money, have constructed a factory, imported a press and raw material instructing others to work and earn money for him; there is no such thing! No such extravagance! No war may be won without struggle! There are many personnel and many businesses in this country. Enact such a law that the man would work and earn money, you dismiss the man alleging that he does not work, then the man earns the same money by sitting. How will you employ this man? How would such man employ people, recover your country? If you recruit redundant men, it is a fault of politician, fault of employer. Why will I pay to the non-working man? Unemployment increases if you do it.

Aluminum pallets are produced by robot technology at the facilities of Arslan Alüminyum today resulting in creation of new products. I produce these pallets with handicapped people instead of healthy people. Believe me that they perform the works better than healthy people. We show them how to perform it. We train personnel, the major personnel of this country is not the issue of intermediate staff. The biggest problem is the issue of struggling for making a good citizen, a good person and good employee for the community after birth. Bear the child, let him go to the streets and then expect good things from him; no such world! Then, expect

him to be a craftsman. He may not be a craftsman. Train him as a human, I would make him craftsman within two months. I also said it in a serious community. Each country train people firstly and let them go to the working life. An issue of conscience, issue of quality. We would give important to training firstly. We would start again. Do not say how such organizations existed. If these men were successful, how we would talk to each other today? What kind of country it is? to whom we are under custody. Who is our owner in this country? One man may not make 50 works at 50 locations! There is an old saying: we are politician industrialist, the industrialist may not be a politician. This is an important saying. Everybody would perform his own job and would be trained in such division. It is made and accepted so globally, nobody may be adopted if he does not accept it. How do a successful person work with an unsuccessful person? There must be these two partnerships. He shall act jointly with the politician industrialist. Both shall assist each other. This is the right partnership; not filling the pocket for interest.

There is no raw material and energy problem in Turkey. I produce the highest quality material. I produce them at the global standards. I make production in the global standards. Namely, Arslan Alüminyum may alone produce for the entire Turkey today if the sector desires. These figures are very small figures. The figure mentioning about Turkey, for instance 2 million tons / year.



China produces 50.000.000 tons of aluminum today. What do you think to perform? You are at the beginning of the business yet; don't you see this growth, this development? Change your structure, change your dreams! Do not put a limit! Do not behave as everybody behave! Have a horizon, have a different perspective for the future. You failed in just 1. Million tons of production today, what will you do for 3 million tons tomorrow? The men produce 50 million tons. What do we do? What I boast? I took the road to produce 1.000.000 tons. I wish to produce 3 million tons if I have facilities. Where are we? The aluminum sector never wasted foreign exchange of the state. It sold all purchases with added value. Namely, it caused it earn all the time. When it bought at 10 Liras and sold at 12 Liras, it covered your requirements at 2 Liras. My original intention for establishing the smelting facility to avoid the aluminum bullions and ingots, imported to Turkey in the past, to be scrap and unusable after certain processes. This facility was established to prevent such waste. Namely, scraps are not garbage, but profit again. When you say 50 articulated lorries of aluminum, they are delivered. Purchase in Dollar and sell in Dollar. All profit.

Our consideration is to evaluate it. I wish to convert 100 thousand tons from scrap to original. It is the money of this country. I like light metal and electric motors, light motor vehicles will be created. 70% of metal components will be aluminum. Trucks, trains, vehicles will be aluminum. When they are scrapped, we will take action.

What should we do to for the Turkish Aluminum Sector to shift from the negative position to the positive one?

We continue investment even in this period. We make this investment to produce the highest quality products in the world. You sell comfortably sell it to the world first of all. We try to solve quality. Produce at high quality, no problem. If costs of the goods increase, you may not sell them. I try to sell material from here to Iraq for 40 years.

The Republic of Turkey would give 20% premium to export. The neighboring country Greece would give 45% premium. Price of the metal exchange is certain in the world. Well, how will I sell material to there? How will I compete? Politics is required just at this point. Observe, see the markets and my conditions of sale. If Greece provides these goods and the government assists, it means that it requires it. It means that our country does not require it, we might not get the business, Greece got it, foreign exchange was taken by them; that's all. Our men said "Do not sell". Everything is not under your control. Produce the highest quality goods of the world, if the chief politicians do not guide you properly and leave you fragile against competitors, you may not sell those goods. You may not sell them to Africa even.

Why did not they admit to the common market? While materials enter into many European countries with zero customs, you try to enter with 25-35.

With such a difference. The politician must be aware. Solve it or give me premium for 20-30% difference. Enable me to import the same goods at the same price, then see that how this sector fly.

The reason is that they know what you may do. You would be far as long as you do it and be overwhelmed as long as you are far away. You would collapse as long as you fail to take step. You would settle, settle, settle. I think that it may be solved with the politician fully, smart decisions would be handled by the opposition and ruling party, they would also get rate.

I wish Turkey to earn, Turkey to earn! The country fires. What is your problem? Two-storey house fires, the man tries to turn off the oven. We always perform the works adversely.

What are your investment decision and your experiences and observations at Dusseldorf Fair? Please share your associated opinions and observations with us.

There were nice requests. I consider that these men discussed with us as a matter of formality. My fellow firms,

and customers visiting every year did not visit. Why? They also see the government-related fault. It means that they have no order for the next year. My customer who is present each year. The dyeing plant was an investment made for perfect dyeing of his products. Not only him, for all firms to whom we sell material, but it was a special firm for us since we have made business for a long period. We try to do the required action. We participated in the fair with new products, there were requests. The orders were the orders seen on that day. We have looked forward to orders regular, principled and for many years without fearing us when we do anything, namely to advance us. They must not be instant. You have a customer, they determine certain tonnages each month and they also disappeared. The reason is that they make business with commitment, you government, your politics are also very important for them. They do it intentionally. Their own government also makes pressure to pay attention to Turkey when making business with it. Therefore, as I said before, I would speak the realities with you when I see behind the wall. Otherwise, everything becomes rambling.

We participated in the fair with aluminum pallets. The Italian, German firms and food sector paid high attention. The pallets produced by us are very important for hygiene. Although they are seen more expensive than wood initially, aluminum pallets are the products providing many great advantages when you spread it to the time. A product preventing millions of trees from being cut, not deformed easily, aluminum pallets produced by special robot systems. Their value would be understood in the future. A durable, hygienic, microbe-free product resistant against hot and cold. Those who desire to produce this pallet may apply to us. In addition, these pallets are a product arising from our patented production. Our goal is to increase raw material consumption. With an outstanding feature regarding durability, an aluminum namely metal product first of all. It was the mostly cared and desired product at the fair.



Please the things you want to share with our magazine finally. In particular, what do you suggest for an exit?

I want to say a final thing here. The world makes the real trade and speaks about the real trade. We are global tradesmen. We purchase goods from the world and sell goods to the world but I may not but the goods imported at 1 Lira without paying at customs in my trade life for 50 years. You would make trade if you have guarantee and money in the world. I try to get my structure used to it. If it was that "I sell in any manner, whether by cheque, without guarantee or verbally", trade would be made so throughout the world. You say that "I would make trade, my business would survive, I would collect it from the man and ring by wheel in any manner" but it is not acceptable to any country in the world. If so, they would do the same thing when they provide us with aluminum or any material. None of them provide me materials without guarantee. Here, there is a style of "give cheque – buy goods" but there is no such world. Those doing so would bankrupt ultimately. There is no such world now, it must be seen, it is required not to be blind. You would look but not see some things. You would apply the required rule.

If we go to the horizon, we should anticipate the future and wait with patience. No hopelessness, we would get the light with our outstanding effort although we see the environment as dark. We may wonder around a gap but never look down, walk by looking at the sky.



arslan alüminyum a.ş.