

# THE COPPER EXPRESS

Your personalized newspaper  
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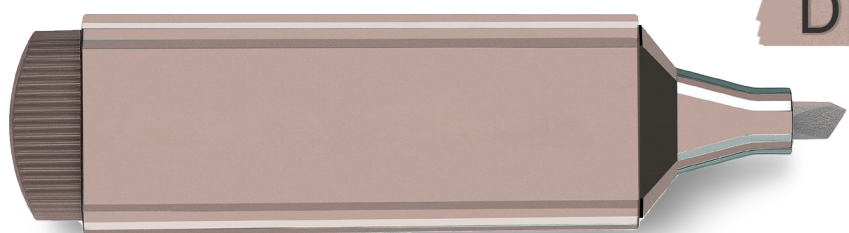
Coil Partners  
Sekerpinar Mh. Yanyol sk. No:5  
Çayırova 41480, Kocaeli TÜRKİYE

Sarcam  
Organize Sanayi Bölgesi Mah Makine İhtisas  
OSB 8. Sok. No:9, 41455 Dilovası/Kocaeli  
TÜRKİYE



## Coil Partners & Sarcam

### A remarkable story



Discover how a copper wire factory  
and a coil winding business  
found each other!



AIN'T NOBODY...  
WHO KNOWS THIS BETTER  
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A FOUNDER. Meet  
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[coilpartners.com](http://coilpartners.com)






 PAUL PASTYN

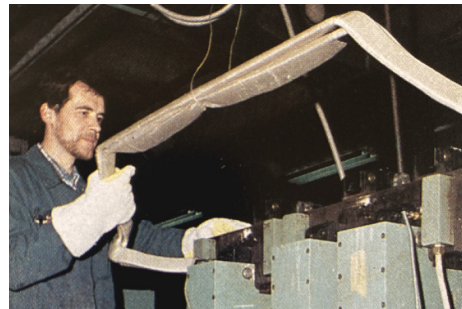
# A true pioneer in coil manufacturing in Belgium

Coils form the heart of everything that moves and functions on electricity. Without them there wouldn't be a technological evolution, nor an acceleration in durable energy. Did you know that the art of manufacturing coils as we know it today at Coil Partners Türkiye actually started a long time ago in Belgium? One man, named Paul Pastyn, played an important role in the evolution of our core business. Let's discover his and our (hi)story!



PAUL PASTYN

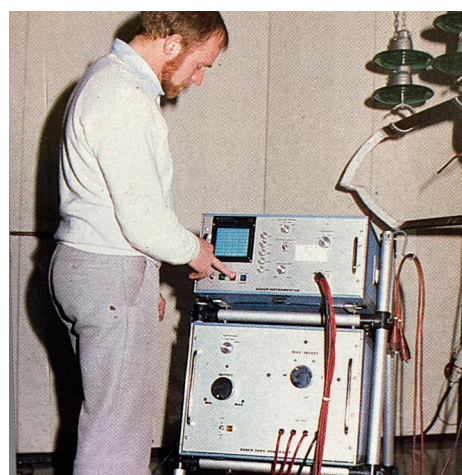
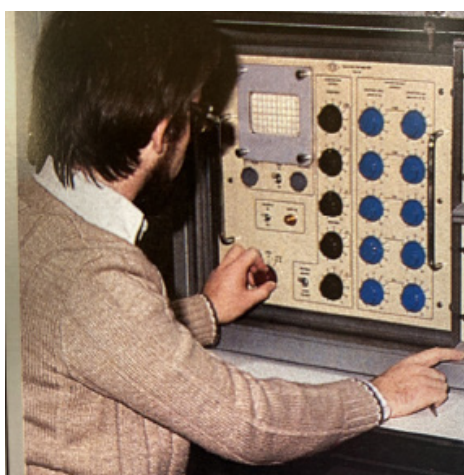
-  Electro-mechanical Industrial Engineer
-  Export Management at the Vlerick School
-  28-10-1945



In the early seventies Paul Pastyn worked as an engineer, first at Phillips and later at Etap Motors in Antwerp. When renamed Etamo, the company established a new workshop in the port of Antwerp. At the time it was well-known for the manufacturing of coils in Belgium. But when ABB (Asea Brown Boveri) enters the international market the stable balance changes dramatically.



“ I used to compare the coil production to baking bread. If you only sell one type of bread in your bakery, you'll have an easy life without major problems. But if you choose to offer your clients a wide variety of breads and pastry, then you'll need to learn all about the different types of flour, the differences in baking time and maybe you'll even have to install extra ovens.



coil shop. ABB service closed all the local coil manufacturing activities in the repair shops and created four coil centers of excellence from which the worldwide sale was being organized. Belgium was one of those four and the only one with a copper wire insulating line.

During many years we were more than successful but at the start of the new millennium ABB decided to restructure and sold the Belgian workshops, the coil shop included, to Johan De Coster and some of his managers. That's the turning point in history for Coil Partners! Maintenance Partners is founded and moves the coil shop to a more competitive environment. I personally decided to follow the new management and got the chance to start up the international sales and export department.”



ABB wanted to install repair shops all over the world and asked Jan Coene to lead ABB Service. In 1987 Etamo was bought by ABB and became one of the worldwide service shops. In 1989, Johan De Coster is appointed Managing Director of ABB Etamo.

Paul Pastyn: “Once ABB Service took over at the end of the eighties, our possibilities for growth and expansion grew fast. I was sent abroad to learn all about new technologies and was promoted to General Manager of the







From copper to coil

During a business trip to In Bulgaria Johan and Paul meet Kamil Tekin, General Manager of Tekcan, a copper wire manufacturer in Türkiye. Their encounter didn't go unnoticed because in 2007 Maintenance Partners and the renamed copper wire company Sarcam create a joint venture. The first important step they take together is moving the wire insulating line from Maintenance Partners to Sarcam in Türkiye. In 2007 some Turkish workers are sent to Antwerp and integrated in the coil manufacturing for months. That same year the entire machinery is moved to Istanbul and the coil manufacturing takes off.

In 2013 Coil Partners is founded as an expert company in the manufacturing of all type of coils for worldwide customers. A marvelous example of 50% Belgian and 50% Turkish entrepreneurship! The rest is history, marked by expansive growth and multiple moves to bigger surfaces.



The school of life



"Manufacturing and isolating coils is a world apart. As an engineer in that era, I was not told how to develop new technologies to improve the entire process. No teacher, no professor at school ever mentioned one word about coils... The progress and development were to be found in experience and shared knowledge with other countries. Manufacturing coils is a very intensive process that requires high-end technology on the one hand and a lot of manual labor on the other hand.



I used to compare the coil production to baking bread. If you only sell one type of bread in your bakery, you'll have an easy life without major problems. But if you choose to offer your clients a wide variety of breads and pastry, then you'll need to learn all about the different types of flour, the differences in baking time and maybe you'll even have to install extra ovens. The same applies to manufacturing coils: it's a never-ending story. Once you think you know it all a new type is developed, or a state-of-the-art machine could optimize the process. Anyone working in the coil business must be willing to constantly evolve and change. There lies the key to success.



I'm thankful for my career in this wonderful business. I'm also proud of what we've achieved, starting with almost nothing to running an international company today. I know Coil Partners is in good hands and will continue to play its role on the world market. If I've contributed even something small by sharing my knowledge and experience, then it was all worth it!"

1973

ETAMO STARTS UP A COIL WORKSHOP IN ANTWERP

1987

ETAMO IS ACQUIRED BY ABB SERVICE

1988

THE BELGIAN COIL SHOP BECOMES ONE OF THE FOUR CENTERS OF EXCELLENCE OF ABB SERVICE WORLDWIDE

2001

FOUNDATION OF MAINTENANCE PARTNERS

2007

RELOCATION OF THE COIL PRODUCTION TO TÜRKİYE — JOINT VENTURE WITH SARCAM TEKCAN

2013

FOUNDATION OF COIL PARTNERS

2017

THE FIRST OF SEVERAL MOVES TO BIGGER PREMISES

2018

FOUNDATION OF FENIXTA

2019

START OF PROFESSIONAL BRANDING AND IMAGE BUILDING

2021

MOVING TO A NEW FACILITY

2022

FOUNDATION OF MOULDING PARTNERS, OUR IN-HOUSE MACHINING COMPANY  
BIG MOVE TO HUGE PREMISES

2023

OFFICAL OPENING



1977

YUSUF CANPOLAT FOUNDS  
SARCAM IN KARAKÖY  
BANKALAR CADDESİ  
- COTTON INSULATED WIRES

1979

SARCAM STARTS UP A  
DEALER STORE WITH  
A VARIETY OF COPPER  
WIRES AND COIL WINDING  
MATERIAL

1985

MOVE TO A BIGGER  
WORKSHOP

2000

YUSUF'S CHILDREN ENTER  
THE COMPANY AND MOVE  
THE COMPANY TO A 1000

2004

MOVE TO A FACTORY 4X THE  
SURFACE  
- FLAT WIRES AND PAPER

2011

LAST MOVE TO DILOVASI IN  
A 23,000 SQM FACTORY  
- COPPER CASTING LINE  
- COPPER BUSBARS  
- FLAT & ROUND ENAMELED  
WIRES  
- CTC

## SARCAM

### A live wire that knows no limits

We've talked about the unmistakable benefits of the cooperation between Coil Partners and Sarcam. But you surely want to get to know this company better. So, here's the fabulous history of a copper wire expert that started in a 60 square meter workshop more than 46 years ago...



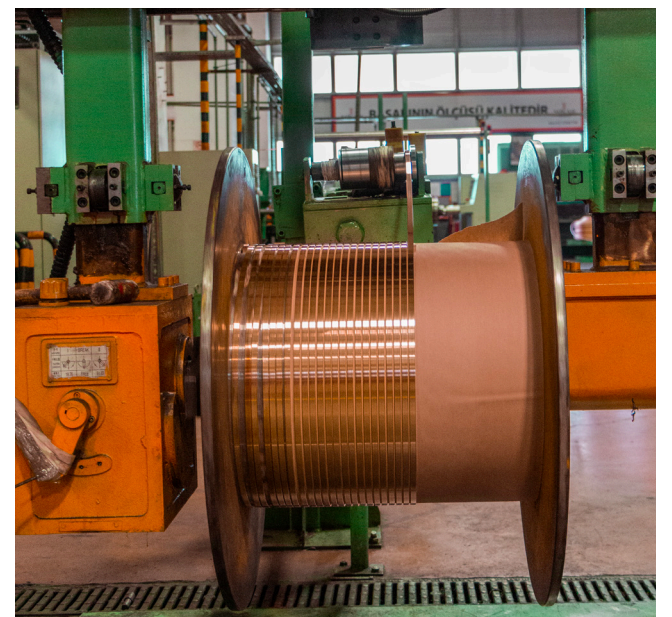
**No business without  
a founder. Meet  
Yusuf Canpolat!**

In 1977 Yusuf and two other partners gave birth to Sarcam in a workshop of nothing more than 60 square meters located in Karaköy Bankalar Caddesi, Istanbul. Their one and only product: cotton insulated wire. The first two years of success made them confident for the future and they decided to start up a dealer store where they added enameled magnet wires and other coil winding materials.

In 1985 it was time for a bigger space. They moved to their own workshop of 85 square meters in Beyoğlu and started producing fiber glass insulated wires which went on for about fifteen years.



In 2000 Yusuf left his partners and moved his activities to a new factory of 1000 square meters in Ümraniye. From that moment on his three children joined the company: together they continued the existing production. Only four years later, the family bought its own factory with four times the surface of the other one. While increasing the production surface, the product diversity as well got a boost: flat wires and paper insulated wires joined the product offer.



If you thought that the story was told... You're wrong! In 2011 Sarcam made a huge investment in line with the increasing demand: another move was announced. This time to a 23,000 square meters plant in Dilovasi, Kocaeli. The brand-new copper casting line gave Sarcam the opportunity to meet its own copper needs. Apart from the high-quality product range they already had, they also started producing copper busbars, flat & round enameled wires and CTC.

Do we need to say more?  
Sarcam is ready to meet every demand coming from the related conductor industry!

#### Facts & Figures about Sarcam

01

##### FOUNDER

Yusuf Canpolat – an expert in electrotechnical sector since 1977

02

##### FOCUS ON

Flat-round copper & aluminum-based electrically insulated

03

##### EXPERIENCE

> 45 years

04

##### ACTION RADIUS

Active in more than 23 countries on 5 continents

05

##### SURFACE OF THE FACTORY NEAR ISTANBUL

23.000 m2

06

##### GEOGRAPHICAL ASSETS

Close to air & sea transport + truck base  
Meeting all international certifications



# Coil Partners claims to be ready for the future

In these challenging economic times, we don't hear a lot of companies claiming that they're ready for the future. Coil Partners, with headquarters in Istanbul, even publishes its statement in the local newspapers! Let's see what they have in mind and why they're so sure about their success.

Kamil Tekin, General Manager, and Johan De Coster, Chairman of the company, have been leading and guiding the coil manufacturing company for years together. Between 2013 (when it became an independent company) and today Coil Partners realized a growth of 1500% in revenues! And the business keeps on winding...

Johan De Coster: "It is true that times have changed, and they will keep on changing. New trends and market needs start presenting themselves very clearly now and as an entrepreneur, I'm scanning all the opportunities that are brought on.

I've noticed that OEM companies worldwide are eager to outsource the entire stator manufacturing process for example. That's an opportunity Coil Partners must take. Add the increased logistic cost and the non-reliability of the logistics of the past few years together with the immense shortage of qualified personnel and you'll see the huge future success of our company."

## What customers may expect

Kamil Tekin: "We've been working on some tangible changes that will improve our customer's satisfaction. Our real time tracking system is one of them. By the end of 2022 our customers will be given access to the progress of their order in our production lines. By doing so, they can follow their order in real time and our production becomes fully transparent.

Apart from that, we'll expand our specific services towards our customers on the following five levels:

- **Production of pole bodies**  
Moulding Partners is our in-house developer of jigs and tools. Thanks to their knowledge and expertise we're able to not only manufacture the pole coils customers ask us to, but also the entire pole bodies.
- **Larger coils for the power market**  
The past few years we've worked hard to outgrow our 'childhood illness'. Today we've reached technical maturity that enables us to upgrade our production to the higher end of coil manufacturing. We now reach 22kV water and hydrogen cooled coils for generators up to 500 MW.
- **Winding team on the road**  
We want to support customers that cope with a capacity issue while winding on-site. The professional Coil Partners' winders will be



travelling around the world to help with winding of motors and generators where and when our customers need them. They form a flexible team with tons of experience to share.

- **Stator manufacturing**  
Türkiye bursts with high-qualified technical labor force. At Coil Partners we never have to deal with shortage of personnel. That's the ideal starting point for an extension of our services towards our OEM customers by producing stator coils. At this moment our infrastructure and knowledge allow us to manufacture stator coils below 2,5 tons. Due to the actual high inflation rate in Türkiye, we've postponed the investments for larger motors to 2023.
- **A global network for coil production**  
We aim to provide better service for the remote markets worldwide. Therefore, we'll open local coil production facilities in North America and Southeast Asia. These premises will shorten the delivery times for standard coils and facilitate the communication thanks to the shared time zone. At the same time, we'll get to know the specific needs of the different markets better.

Thanks to our last move, we now have space enough to evolve and grow as we want to. The whole team is ready for our next chapter. And it will be a beautiful one!"



## Coil Partners and its joint ventures

### Sarcam

Yusuf Canpolat is the founder of this company, specialized in the production of flat-round copper and aluminum-based electrically insulated conductors. With more than 45 years of experience, Sarcam is one of the leading manufacturers in its sector. Thanks to the fast service within our business group, Coil Partners is able to offer flexible solutions to its customers.

### Fenixta

Since 2009, Fuat Kanal and his sons Tunç and Çağdaş put their heart and soul into running and expanding their machine manufacturing and motor repair company. In 2018 Fenixta is born,

the joint venture between Kanallar and Coil Partners. The goal? Giving new life to existing technological installations, developing new designs for coils and machines, and manufacturing those designs. Fenixta also acts as the Coil Partners engineering department.

### Moulding Partners

It all starts with the Turkish machining company NRK, founded more than 15 years ago by the family Çalışkan. Their large experience in the production of complex parts is a huge asset to the high-end activities of Coil Partners. That's why they founded a joint venture together since 2022: Moulding Partners is now the in-house machining company of Coil Partners.



# Coil Partners & Sarcam

## A remarkable story

Among loyal customers Coil Partners and Sarcam are often mentioned in one breath. That's no surprise, as both companies share a remarkable story. It all begins with Johan De Coster and Kamil Tekin bumping into each other in Eastern Europe...

Please join me back in time: somewhere between 2001 and 2003 Johan tried day and night to wrap his head around a more efficient and cost-effective way to produce coils. Keep in mind that Maintenance Partners' crib was located in Belgium, known for having one of the highest wage costs in Europe, if not worldwide. Looking at the declining competitiveness for winding electric motors, due to the high cost of the coils, Johan knew something had to be done.

Convinced of his next step – buying a coil shop in Eastern Europe, he travelled to that region. But the quality he found there was disappointing.



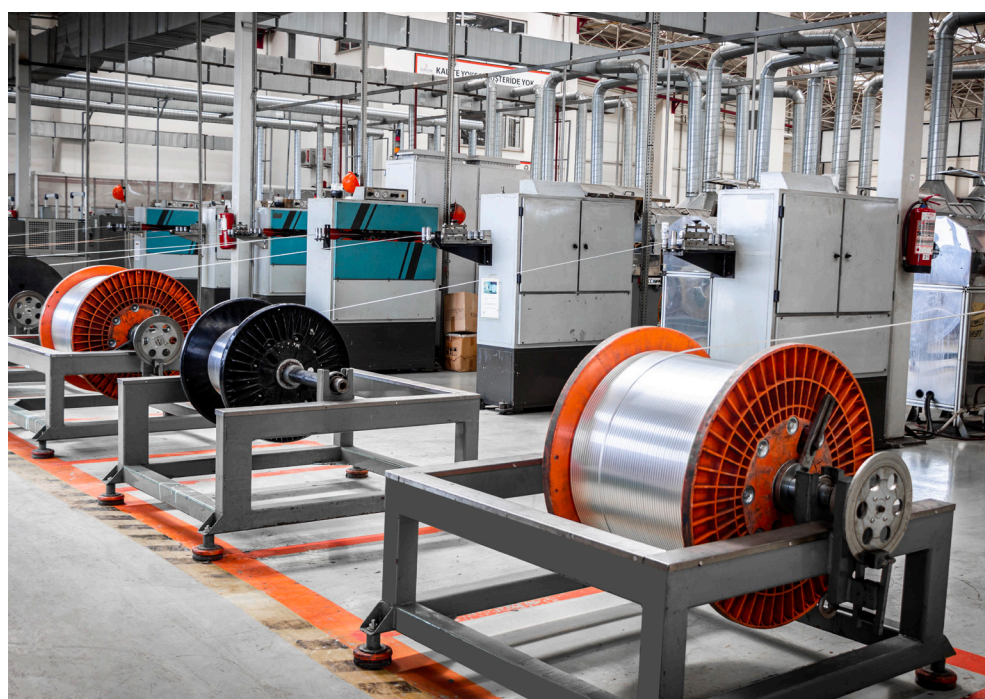
"I couldn't be optimistic about what I had seen and heard right then and there. Until I bumped into Kamil Tekin, who was selling the services and products of Sarcam in this region. We started talking that day and never stopped until today!"

Kamil invited Johan to visit Sarcam's factory in Istanbul, hoping to sell his copper wire to Maintenance Partners. But when Johan came over, he was so impressed by the beautiful and well-organized production lines that both of them wanted to get more out of their businesses. Their joint venture for the production of coils in Türkiye was born.



### Nothing but benefits

Today Coil Partners is one of the many customers of Sarcam worldwide, providing us with high quality copper wire at a speed our competitors can only dream of. Thanks to our cooperation we offer our customers an ultra-fast and flexible delivery!



Sarcam



Apart from that, Türkiye offers manufacturers a significant package of benefits:

- . A highly skilled and trained workforce – 40% of Turkish people are younger than 30!
- . Modern infrastructure for energy-supply
- . Istanbul as a business hub with flight connections all over the world and a huge port
- . Competitive wage cost





How to transfer knowhow between countries?

Moving factories from one country to another is one thing. But how do you transfer the knowhow and experience build up in Belgium to a brand-new workforce in Türkiye?

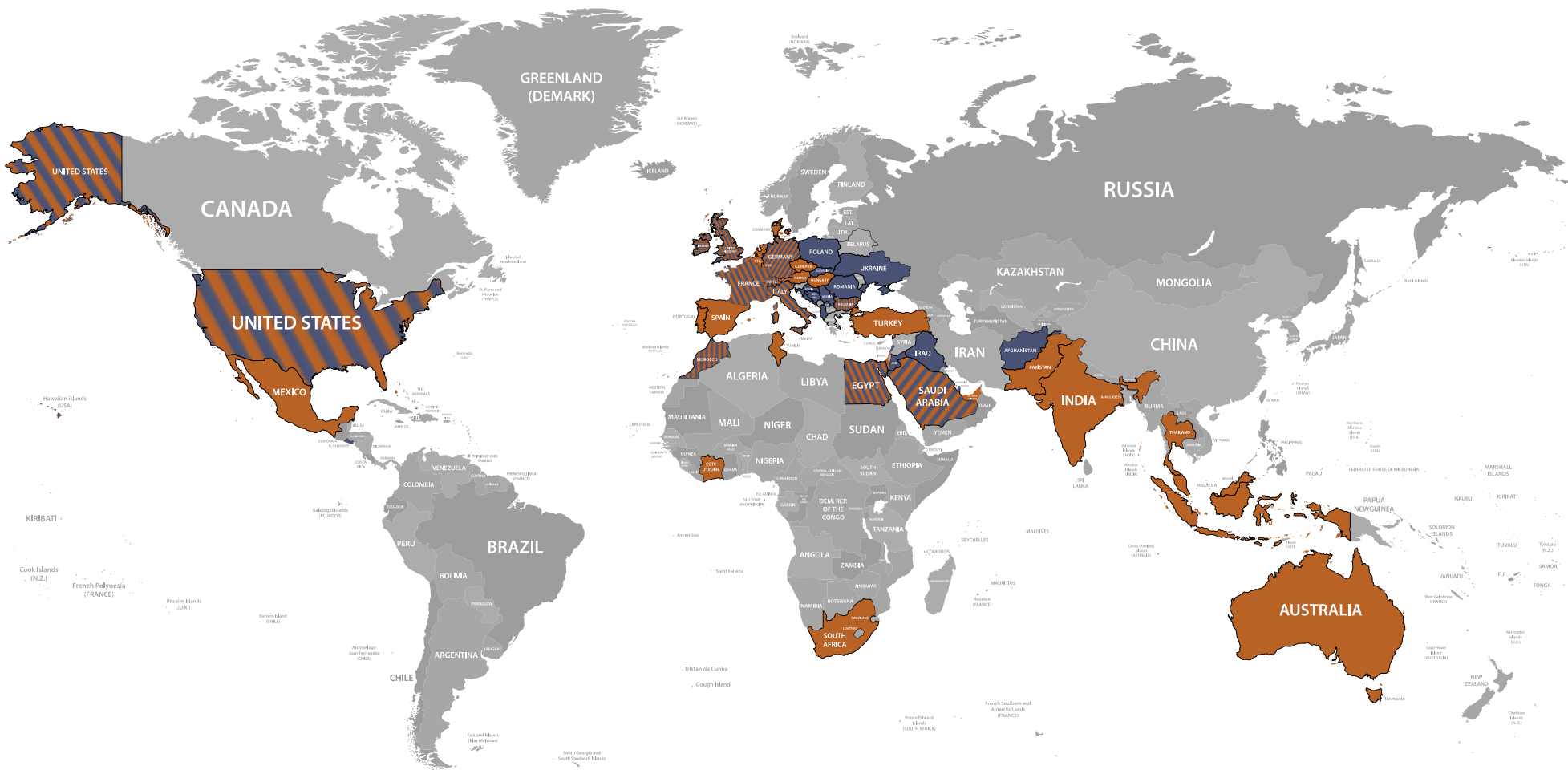
Kamil Tekin: “We started by sending the new Turkish team to Belgium for one year. They learned everything on the job and returned with a lot of knowledge to share. After moving the production to Istanbul, Belgian employees kept supporting us with regular visits and trainings. After a period of three years the Turkish team was able to function independently.”

Coil Partners and Sarcam are proud about their remarkable story. That’s why they want to share it with the world, presenting their activities together at international fairs.



Kamil Tekin

SARCAM AND COIL PARTNERS  
OUR GLOBAL NETWORKS





# AIN'T NOBODY... WHO KNOWS THIS BETTER

## Daf Davies, number one expert in copper and other commodities markets

Have you ever talked to someone who was so passionate about his job that you were pulled into his story and hardly got out? That kind of person is Daf Davies, unparalleled copper-expert travelling around the world. We got some of his precious time and bombarded him with questions about today's challenges in commodities industries and the future of copper. This interesting material and the surprisingly intimate link between history and copper is worth a whole book, but let's start with this article.



**DAF DAVIES**

**BIRTH COUNTRY:** Wales, but now a world citizen

**JOB:** Commodities trader with 20 years trading experience including at Trafigura and Goldman Sachs

"I have always been active in the global physical commodities markets ranging from energy and coal to copper. The last few years I've focused my attention on the implementation of emerging technologies such as cloud, blockchain and mobile, in order to help customers improve efficiency, visibility, security and compliance in their commodity businesses.

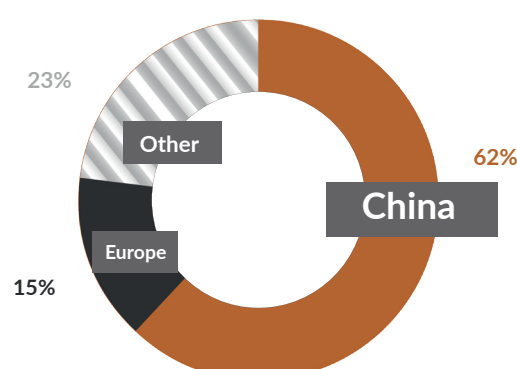
Trading and commodities are currently undergoing some of the largest changes they have seen since their very beginnings due to digitization and sustainability requirements such as carbon emissions."

### People over analysis

"Being in tune with what's driving the markets is very important when you're moving physical material around the world. I remember when I first arrived in Mexico to run the copper concentrates book at Trafigura... I quickly learned the huge importance of personal relationships over the fundamental analysis and research. There is no substitute for information that comes from people active in the market. In order to fully understand any market, this kind of network is essential."

### Stay calm and use copper

"A broad range of applications depends on copper. The traditional ones, such as electric wiring, are essential to everyday life. 60% of copper usage is in transport, construction and infrastructure industries. Geographically the highest copper demand comes from China (62%), with the United States and Europe making up around 15% of global copper demand each.



But there's an interesting new kid on the block the last few years: global electrification. Clean energy and electric vehicles use up lots and lots more copper than their predecessors. For example, renewable energy asks for 12 times more copper than traditional energy production plants. Don't forget that the proportion of these new trends is expected to increase in the years to come:

- Renewable energy will rise up to 50% by 2050
  - Electric vehicles' annual sales are thought to reach over 400 million vehicles by 2040
- The future of copper is, to say it mildly, pressurized."



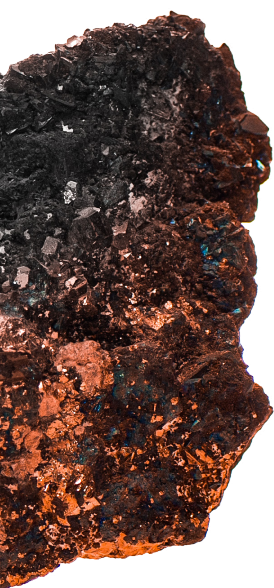
### Threats and opportunities

“Experts reckon that the increasing demand on the one hand and the deteriorating quality of copper in existing mines on the other hand will lead to scarcity soon. Keeping in mind that it takes about 10 years to build a copper mine and that good resources in easy jurisdictions are becoming harder and harder to find, I must agree with them. Analysts believe that the global deficit will be increasing by around 1.6 million tons from now until 2025.

Meanwhile we notice an over-arching trend in the copper markets that focuses intensely on Environmental, Social and Governance issues (ESG), driven by the younger, millennial generation who have a greater propensity to care about these issues. When it comes to copper, this phenomenon is intensified because of several reasons:

- Copper is key to the solution to many environmental issues.
- Its extraction and production may not cannibalize the good achieved from its final application.
- Copper tends to be geolocated in complicated jurisdictions such as the Democratic Republic of Congo and consumed in areas of equal obscurity, such as China.

The following years hold both plenty of opportunities and risks for copper. Those companies that are brave to embrace change and leverage technology to bring transparency to their supply chains will be the ones best placed to benefit.”

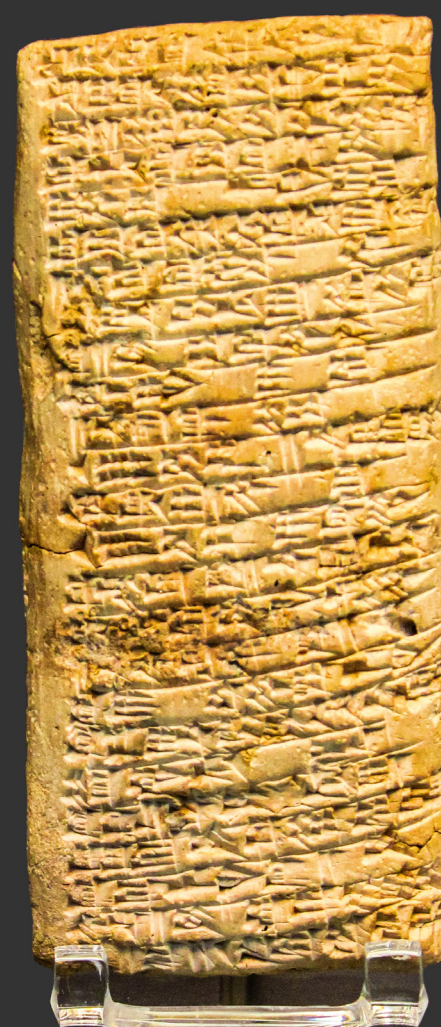


### A LESSON IN HISTORY

In February of this year newspaper wrote about one of the world's largest traders losing 600 million USD due to fraud. The container did not carry the material that was written on the documents.

Sadly, this trader wasn't the first and won't be the last being a victim of fraud in copper trading. In the British Museum you'll find the Complaint Tablet to Ea-Nasir, the oldest known written complaint in human history carved around 1750 B.C., about Nanni, a buyer, being tricked to the quality of the copper in his shipment.

But ancient copper sometimes helps archeologists to determine dates and ages to what they find. That recently happened to a shipwreck found in what is now called Antalya, Türkiye. The shape of copper ingots changed over the years as transportation methods improved. This knowledge helped scientists assign a date to the shipwreck, that must have sunken around 1200 B.C.







Below we have outlined some of the most useful phrases, words and sayings you are going to need when you are visiting Türkiye.

Thanks  
(informal)

Teşekkürler (Teh-sheik-kewr-lehr)

You're welcome

Rica ederim (Ree-jah eh-deh-reem)

Good morning 

Günaydın (Gew-nai-duhn)

How are you?

Nasılsın? (Nah-suhl-suhn?)

Hello

Merhaba (Meh-r-hah-bah)

How much

Ne kadar? (Neh kah-dahr?)

I am fine

İyiyim (Ee-yee-yeem)

Good night 

İyi Geceler (Ee-yee Geh-jeh-lehr)

Where is (...)?

(...) nerede?  
(Neh-reh-deh)

Where are you from?

Nerelisin? (Neh-reh-lee-seen?)

Where is the toilet?

Tuvalet nerede (Two-vah-let Neh-reh-deh)

No

Hayır (Hah-yuhr)

Please

Lutfen (Lewt-fehn)

How are you?

Nasılsın? (Nah-suhl-suhn?)

Pronounce what you see

Here are the letters that might give you some trouble

Ç is more like the sh in shelter

Ğ is pronounced like the k in khaki

İ Though it looks like an i, it is not pronounced like an i. It is more like the e in oven

İ Similar to the ch in chalk

Ü Pronounced like the ew in brew

Ö Pronounced more like the i in birth

How do you say...  
In turkish?

Before we jump into the different Turkish words and phrases you might need as a tourist, let's look at the overview of the Turkish language and how it might differ from English.

Compared to the English alphabet, the Turkish alphabet has 8 vowels and 21 consonants. The vowels are A, E, I, İ, O, Ö, U, Ü. In the Turkish alphabet, the letters Q, W, X do not exist, they're only used for foreign words. The Turkish language also uses vowel harmony, which is something that is quite complicated





## 6 fun & unusual things to do in Istanbul



### 1- Set sail on a dinner cruise

Get ready to rock the boat with a dinner cruise in Istanbul! Enjoy the delicious Turkish cuisine while the waves slowly rock you back and forth. Just be sure to bring your sea legs!

### 2- Unwind at a Turkish bath

For a truly relaxing experience, head to a Turkish bath and let your worries steam away. Just be prepared to bare it all because clothing is optional! Don't worry though, nobody will judge you...



### 3- Climb the walls of the Rumeli Fortress

Are you a fan of heights and breathtaking views? Then you'll love climbing the walls of Rumeli Fortress! It's the perfect spot for some Instagram-worthy selfies, just be careful not to drop your phone in the water below.



### 4- Get artsy at the Pera Museum

For a dose of culture and sophistication, visit the Pera Museum and get your artsy on. You'll feel like a real connoisseur as you ponder the deep meaning behind each piece of artwork, even if you have no idea what you're looking at.



### 5- Make sweet memories trying traditional candy at Altan Şekerleme

Satisfy your sweet tooth with a visit to Altan Şekerleme, where you can get a taste of all sorts of traditional Turkish candy. Beware, some of them might surprise you, like the ones that taste like cough drops or perfume.

### 6- Be enchanted by the Whirling Dervishes

Prepare to spin out of control with the mesmerizing whirling Dervishes! They're like ballerinas on steroids, and their dizzying dances will leave you feeling like you've just stepped off a carnival ride.

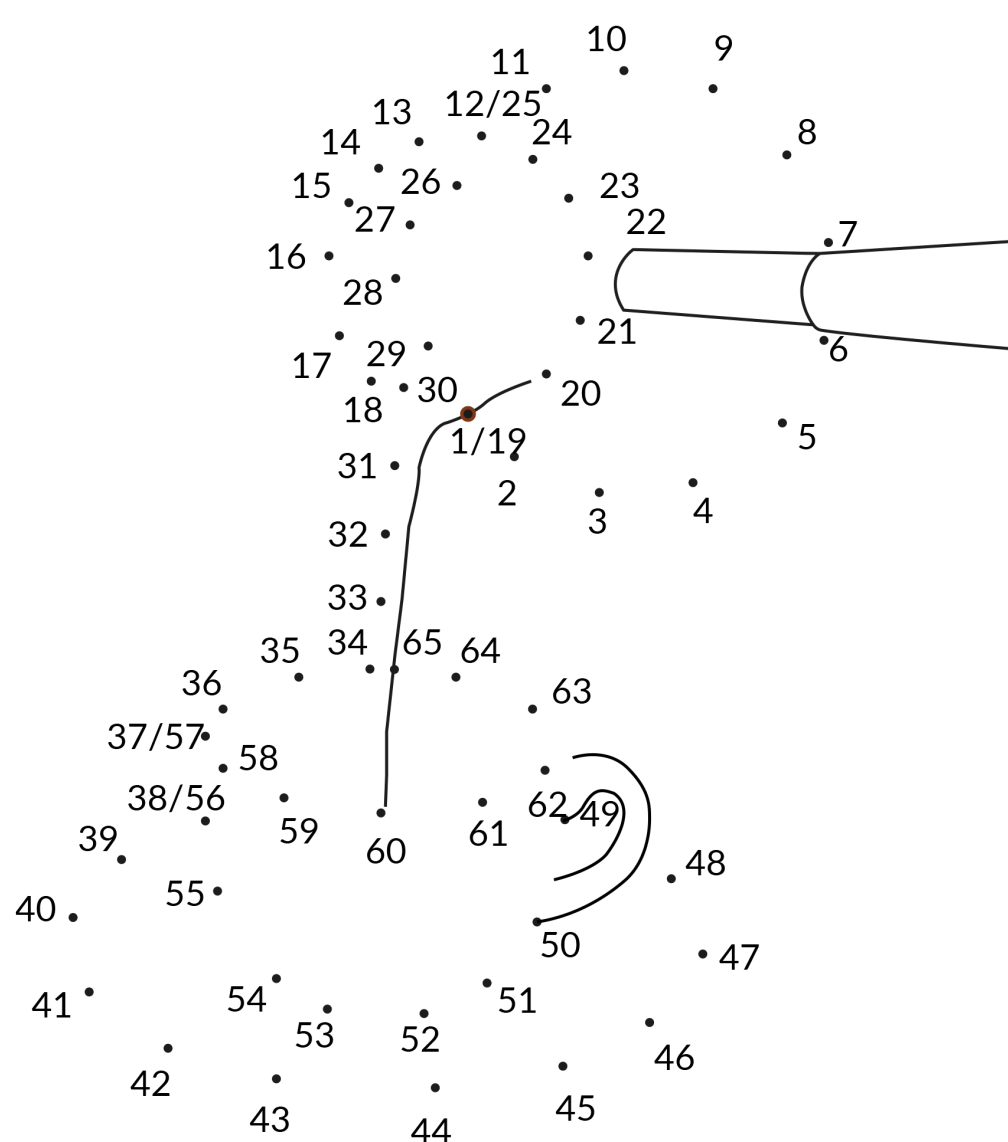




## Easy does it

Looking for some time for yourself, doing nothing useful? This game is the perfect choice!

Search for number 1 and place your marker there. Then draw a line to number 2. Continue until you've drawn a beautiful, Turkish image.



## Reconnect game

Time for some culture! Connect the words with the corresponding images.



Galata Tower .....	Ephesus .....
Safranbolu .....	Cappadocia .....
Maiden Tower .....	Istiklal Street .....
Osmanlı Macunu..... ( Ottoman Paste )	Çamlıca Mosque .....



## Turkish Coffee



TURKISH COFFEE  
CUP

COPPER COFFEE POT  
SUGAR CUBE



Take a coffee spoon of coffee, a tea spoon of sugar and a cup of water. Put them in a copper coffee pot and stir all the ingredients. Put the coffee pot on the stove and heat up at low heat until it boils. Pour the delicious Turkish coffee into a beautiful cup and enjoy! Off course, Turkish sweets or chocolates are wonderful sides to indulge yourself completely.