



"Protection you deserve" - this is the promise of Kivanç protective clothing. Every month, 100,000 parts are produced.

Kivanç - the name stands for market leadership, not only in its home market Turkey, but far beyond.

Kivanç products provide health and safety for workers under extreme conditions: safety apparel protecting against heat and flame, static discharges, electric arcs, molten metals and spatters.

And together with its two other domains Engineering & Mining, the Kivanç Group manages to achieve impressive annual growth rates of an average 25% - the use of cutting-edge technologies makes this possible.

The Kivanç Group was founded in 1980 and currently employs 190 people. The Akatek business branch is responsible for the development and production of heat-resistant and flame-retardant protective clothing. 75 employees manage a throughput of 100,000 pieces of clothing per month.

A look at the following proves how innovative the Turkish provider with its headquarters at Istanbul is. Kivanç Group was the first supplier in Turkey establishing test facilities and laboratories for testing heat resistance of Personal Protective Equipment (PPE) in the country and to cover all relevant ISO and EN certifications. Quality is the name of the game. Thanks to a barcode system integrated in the ERP software used since 2009, traceability has been made available and all product processes can be monitored. Depending upon work order number on the label of garments produced by Kivanç, the date of manufacture, materials used in production, date, lot number and supplier of raw materials can be traced.

Quick response to customer needs

Modern technology plays a key role in Kivanç. Continuous investment in its production floor is made in alignment with raising business volume in order to meet increase in production output and speed. This is another key aspect of the company's DNA. Technological developments are always perceived and



Kivanç's vision is clear: We want to be an industry leader whose experience and technical know-how make us all proud. This is only possible with the use of state-of-the-art technology, for example from Gerber Technology.

accepted at a very early stage. Among others, the Kivanç Group is working closely together with Gerber Technology and using their CAD and CAM solutions in production. AccuMark is used for design and marker making, while the AccuNest software is utilized for nesting. With the help of this equipment Kivanç optimized product design and development of the highly diversified range of PSA products from outerwear to underwear and accessories to be able to react quickly to customer needs at any time.

Cutting efficiency increased by 50%

And those needs derive from many different areas, be it from the fire department, various industrial sectors, forestry, search and rescue services, the military or the police. In order to keep pace and increase production capacity, the Kivanç Group recently invested in spreading and cutting systems (also by Gerber). The close collaboration with Gerber Technology as their tech partner and hence Glengo as a longstanding

Technology is the key factor

"Protection you deserve"

local representative, now appears to be an integral part of the success story, as evidenced by the numbers speaking for themselves. Efficiency in the cutting room could be increased by a proud 50% thanks to the Gerber systems.

"The dedicated investments we have made in our production floor enabled us to improve our delivery terms by increasing our production amount and speed," Kivanç Koza, General Manager of Kivanç Group, points out. "Not only our customers in Turkey, but also those from many other countries, mainly from Europe and here from Germany, Poland, Bulgaria, Macedonia, Denmark and other geographic regions, such as the United Arab Emirates, Saudi Arabia, India and Singapore, are impressed as they recognize our level of technology and the products thus manufactured." At present, 75% of production goes into the domestic market, and a quarter is exported. In 2007, Kivanç began exporting protective clothing, a time in which, for example, 2,800 pieces of apparel that are resistant to molten metal splashes were exported to Mittal Steel Company.



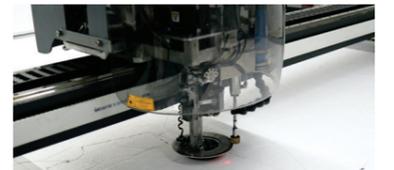
Kivanç aims to continue surpassing customers' expectations in regards to service and products. This is possible with the use of latest technologies (in the picture: Gerber Cutter XLC7000).

Continuous process improvement

And Koza furthermore underlines the prestigious attitude that Kivanç has gained by those investments. "Our partners simply

understand our DNA and the actual requirements. "This was crucial," added Kivanç Group Deputy General Manager Yusuf Sağlam, explaining in more detail why Gerber and Glengo were chosen to invest in production: providing high-quality support and rapid technical service to continuously improve the performance of process management was compelling.

"For us it is important to cut the most resistant and durable materials with highest precision and best possible material yield," continues Yusuf Sağlam. The materials used for the high-quality protective clothing are not cheap at all, Kivanç works among others with



Investing in the production of PSA plays an important role in Kivanç's overall strategy. Kivanç is using a variety of CAD/CAM systems from Gerber Technology (AccuMark, AccuNest, Cutter XLC7000).

PBI, Lenzing FR and 3M. Application engineers create risk analyses for customers and develop recommendations for specific materials. Thus, customers receive optimal products with the following product promise: "Protection you deserve".

Recently, Kivanç invested in the automated cutting system XLC7000 of Gerber Technology and is highly satisfied. This is mirrored on supplier side: "It is an honor for us to serve and work with such an integrated and leading company like Kivanç not only in Turkey, but also worldwide," emphasises Mehmet Aykut Vural, Chief Technology Officer at Glengo. It's no coincidence that the Kivanç Group's niche products work perfectly together with Gerber quality products and the unique Glengo service.

For more information, visit www.gerbertechnology.com

