

MEMO

“ FIRE PROTECTION SYSTEM INSTALLERS IN TURKEY “

Subject : Fire Protection System Installers in Turkey

Memo Date : Dec. 10th, 2000

Prepared by : KARİNA Design, Consultancy and Training Services Ltd.Co.- Ankara

1- Purpose

The aim of this memo is to provide an overview of the status of Fire Protection Mechanical Installation Contractors, namely installers in Turkey. This memo is aimed specially for the foreigners, who are investors, contractors, insurance companies, etc. in nature of business, who are either looking for reliable and experienced partners or contractors to handle fire protection system installations in Turkey or in the region (eg. Ex Soviet Republics, Balkans, Middle East, etc.).

2- Scope

The scope of this memo is the companies who are directly involved with Mechanical Installation of Fire Protection Systems. Other companies who are material suppliers, designers, consultants or electrical system contractors are not taken into consideration. Similarly main contractors or material suppliers who outsource the installation work are not included as well.

Also, only an acceptable level of quality or performance is considered for a contractor to be included in this report, even for the lowest class of the companies listed below.

The information is up-to-date by end 2000, by a consideration of present and last 3 years of performance.

3- Criteria

Certain criteria have been developed to chose and grade the companies. Against all these criteria, it should not be forgotten that the decision is not based on an open benchmarking which needs to be done periodically on certain objective declaration basis.

Nevertheless the companies listed are all have in common, by;

- are involved with NFPA requirements,
- have a concept and vision for the complete service of a qualified installer (c/w providing planning, shop drawing, Test&Acceptance, etc.)
- have sufficient machinery (welding, cutting, grooving, etc.) and human resources (certified welders, supervisors, etc.),
- capable of performing and satisfying the international quality and performance level,
- can operate on turn-key contracting basis as well as installers only,
- not listed or certified for specialised fire protection installation nor for a general quality assurance (e.g.ISO 9000),
- can not be treated as specialized installers.

4- List of Companies

The list of companies has been presented below, with a classification among themselves, based on a qualitative criteria concept, as explained above. It should be noted that the classes are not a sign of quality level, but rather a sign of capability scale. More clearly, there is a direct correlation between the size and the seriousness of the job and the classes of companies, who can be made to involve. Hence, large scale jobs (1-5 Million USD) or serious risks (ESFR, high challenge risks) are better to be awarded to 1st Class installers, where small size (5-100 Thousand USD) and conventional risks (car park, office building, etc.) are better (and in fact can be) to be awarded to the 3rd Class installers.

1st Class Companies

A.S.W Mekanik Müh.Danışmanlık ve Taah. A.Ş. Tel. : (0212) 473 02 30 Fax : (0212) 471 01 29

DEMTA Isı ve End.Tesisler San. Ve Tic.Ltd.Şti. Tel. : (216) 326 32 23 Fax : (0216) 339 86 52

ERSEL A.Ş. Tel. : (312) 467 81 95 Fax : (0312) 426 36 98

GENTA Uluslararası İnş. Tesisat San. A.Ş. Tel. : (0232) 469 84 75 Fax : (0232) 458 76 09

MNG Tesisat A.Ş. Tel. : (0312) 436 30 00 Fax : (0312) 436 10 98

TOKAR Yapı ve End. Tesisleri San. Ve Tic. A.Ş. Tel. : (0216) 325 60 20 Fax : (0216) 325 60 91

2nd Class Companies

AKDAĞ Makina A.Ş. Tel. : (0212) 473 03 20 Fax : (0212) 471 01 30

ALTES İnşaat ve Tesisat San. A.Ş. Tel. : (0312) 440 47 33 Fax : (0312) 438 68 65

ISISAN A.Ş. Tel. : (0212) 288 96 96 Fax : (0212) 272 22 32

3rd Class Companies

ODES Ortadoğu Elek.Elektronik San.Tic.Ltd.Şti. Tel. : (0216) 418 21 13 Fax : (0216) 336 29 48

PALMET Metal Endüstri ve Tic.A.Ş. Tel. : (0212) 325 73 30 Fax : (0212) 339 91 77

TEYA Tesisat Yapı ve Müh.San.Tic.Ltd.Şti. Tel. : (0216) 346 04 25 Fax : (0216) 346 04 25

(all in alphabetical order)

5- Capabilities

Capabilities of the listed companies are detailed as below :

Company Name	Main Involvement	Language Capability	International Capability	Job References	Human Resources	Machinery	Certification
A.S.W.	Contractor	Perfect	Perfect	Perfect	Very Good	Perfect	None
ERSEL	Contractor	Perfect	Perfect	Perfect	Perfect	Perfect	None
DEMTA	Contractor	Perfect	Good	Perfect	Perfect	Perfect	None
GENTA	Contractor	Perfect	Perfect	Perfect	Very Good	Perfect	None
MNG Tesisat	Contractor	Perfect	Perfect	Perfect	Perfect	Perfect	None
TOKAR	Contractor	Perfect	Perfect	Perfect	Perfect	Perfect	None
AKDAĞ	Contractor	Very Good	Poor	Very Good	Very Good	Very Good	None
ALTES	Contractor	Good	Poor	Very Good	Good	Very Good	None
ISISAN	Contractor	Good	Poor	Very Good	Good	Very Good	None
ODES	Mat'l Supplier	Good	Poor	Very Good	Good	Very Good	None
PALMET	Mat'l Supplier	Very Good	Poor	Very Good	Good	Very Good	None
TEYA	Contractor	Good	Poor	Good	Good	Good	None

6- Conclusion

Although there is no authority to certify fire protection system installers in Turkey, there are sufficient numbers of installers who can perform satisfactory installations. However, since there are neither objective qualification nor performance criteria for the installer and the installations made, there is a wide variety of final performance level even with the same installer. This variety is mostly shaped by the owner, consultant, project manager and the insurance company. Meaning that the installers provide whatever level of quality is actually required, hardly more than what has been required, not certainly delivering in accordance with the standards or international quality level.

Hence, we can conclude that Turkey has sufficient potential to deliver a satisfactory (in terms of international quality level) level of installer's services, provided that the job is started and run, within the framework of a well defined and complete contract and technical specifications, explicitly showing the level of quality and performance required for the particular job. This result is basically due to the lack of uninstitutional character of fire protection in the country by all means, not due to the lack of knowledge nor resources of any kind.

Prepared by : **Aydın ÖZKAYA**

Signature :



Date : **Dec. 10th, 2000**

Important Remark :

KARİNA Tasarım, Danışmanlık ve Eğitim Hiz.Ltd.Şti. can not be made responsible for any kind of loss or unsatisfaction, due to negligence or lack of performance of companies mentioned here.