Press Release

# Koenig & Bauer Duran takes on sales responsibility for the Koenig & Bauer portfolio

New sales partner in Turkey

* Reorganisation of sales and service activities with effect from 1st June
* Short communication paths and greater proximity to the manufacturer
* Market leadership in large-format sheetfed offset
* Thank you to Dereli for 15 years of very successful work in the market

#### Radebeul, 23.07.2019

With effect from 1st June of this year, the baton of sales and service responsibility for products of the core business units of Koenig & Bauer on the Turkish market has passed to Koenig & Bauer Duran. This decision is seen as a logical next step after the acquisition of Duran’s folding carton business by Koenig & Bauer. It offers existing users and prospective customers for the group’s sheetfed and web presses, rotary or flatbed die-cutters and other products and services even closer and more direct access to the manufacturer.

For the position of general manager with responsibility for sales and service, Koenig & Bauer Duran has secured the services of Tolgahan Toskaya, a proven specialist with a long and successful track record in the Turkish print industry. The local sales and service teams remain under the leadership of Rolf Köhle and Can Zümrüt, respectively, while numerous current staff members are also moving to Koenig & Bauer Duran. The sales and service offices will be accommodated at the Koenig & Bauer Duran premises in Istanbul.

The declared objective for Koenig & Bauer Duran is to become market leader in Turkey. The chances of achieving this goal are also very good, as previous sales partner Dereli Graphic has already booked significant market successes. Koenig & Bauer is already the market leader for large-format sheetfed offset presses in Turkey. Practically all the major international packaging groups have installed Rapida presses in their Turkish plants. Large-format Rapidas are likewise the key means of production in Turkish companies such as Barem Ambalaj, Camis Ambalaj, Duran-Dogan, Omkasan and Kombassan. For two years, Turkey has been one of the ten most important markets for sheetfed offset presses from Koenig & Bauer. The whole group is thus extremely grateful to Dereli Graphic for over 15 years of intensive and extremely successful work.

#### Photo 1

The recent meeting of KASAD, the Turkish association for the carton packaging industry, was an opportunity for the joint team of Koenig & Bauer and Koenig & Bauer Duran to introduce itself to the country’s packaging branch. Koenig & Bauer Sheetfed sales director Dietmar Heyduck (3rd from right) announced the transfer of sales activities to Koenig & Bauer Duran.

#### Photo 2

As general manager, Tolgahan Toskaya is in future responsible for sales and service for the core products of Koenig & Bauer in Turkey

#### Photo 3

Rolf Köhle and several members of his sales team are moving to Koenig & Bauer Duran. The familiar contact partners will thus remain unchanged for existing users and prospective customers alike.

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#### About Koenig & Bauer

Koenig & Bauer is the oldest printing press manufacturer in the world with the broadest product range in the industry. For more than 200 years, the company has been supporting printers with innovative technology, tailor-made processes and a wide array of services. The portfolio ranges from banknotes, via board, film, metal and glass packaging, through to book, display, coding, magazine, advertising and newspaper printing. Sheetfed and webfed offset and flexo printing, waterless offset, intaglio, simultaneous perfecting and screen printing or digital inkjet – Koenig & Bauer is at home in virtually all printing processes and is the market leader in many of them. In the financial year 2018, the approximately 5,700 highly qualified employees worldwide generated annual sales of more than EUR 1.2 billion.

Further information can be found at <www.koenig-bauer.com>