

— **SOME DATES ARE
LIKE A MILESTONE**
Volkan Polat

— **SECRET OF QUALITY
IN THE PRODUCTION OF WHEY**
Aysu Sağdıç

— **WE'RE TRANSFORMING
THE ENERGY THAT NATURE
OFFERS US INTO MOTION**
Necdet Demir

— **EMPLOYEE ENGAGEMENT
AND SUGGESTION SYSTEM**
Selin Üstünel

— **CLIMATE CHANGE
AND ENERGY**
*We are the Last Generation that
can Prevent a Climate Crisis*



**Nature
Means
The Future**



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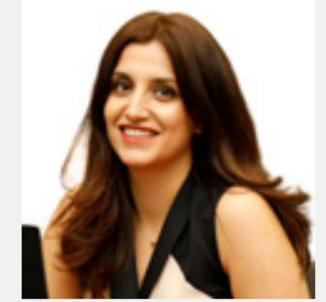
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From the Editor

Dear Readers,

**Here comes a new issue full of actual news
from our business life and industry.**

We are with you on our 13th issue of Polat Life Magazine, where we have conveyed to you our most recent news and mentioned about our work with our business partners.

In our new issue, we mentioned about various topics where you can get to know our activities more closely from the working life to our new systematic developments, from the innovations that our companies are offering in our products to climate change and energy problems.

As you know, we're trying to talk about the topics which are actual and which everyone in the world is responsible for. We like to remind all of our readers that responsibilities once more. Climate change and energy are one of the topics. The fact that every individual fulfills responsibility for the environment and makes an initiative to raise awareness of the society on this topic. Perhaps one of the most important contributions to be made to the period that we are living... In this context, as Polat Group, we have not only tried to carry out our responsibility but also we are intended to do inspiring to ensure awareness.

I'm sure you'll enjoy our interviews with our dealers and consultants in our magazine, who enlighten us with vast knowledge in the field of machines and gearboxes, and share their valuable experiences in the industry. Articles, talks and interviews with advices and experiences of Polat Group Holding executives will give us a different perspective.

We tried to publish an issue that you can be interested with the content that we've prepared in high spirits.

Looking forward to meet you in our next issue.

Gülçin Çiçek

Corporate Communications Specialist
Polat Group Holding

Some Dates are Like a Milestone

Dear Polat Life Readers...

Looking back at the past from where we stand today, as Polat Makina, we can easily see what our decisions, innovations and investments are gaining to us. I'd like to talk briefly about what we did and what we're going to do.

Some dates are like a turning point. In 2001, Polat Tarım, founded as an example site, had also been put into service as our R&D center, which is an important turning point for our company. Our birth as a company begins with the "Olive oil". The role of the olive oil, which is one of the primary works is very important on what we reach today. We've been working in a lot of areas now. We have exports to 36 countries. In the future, we are aiming to grow more with new projects and new investments.

The development of the age, the advancement of technology, led us to innovations and new investments. We have paid attention to innovation investments that are inevitable, and we will continue to invest. Briefly referring to our innovative approach and investments;

We actively carry on our activities in our 721 R&D center. We transfer foreign and experienced engineers by focusing our attention on experienced human resource because centrifuge is an industry that requires engineering and knowledge worldwide. We're multiplying abroad-based R&D centers and we're going to double our experience in the industry. →

Volkan Polat
CEO, Polat Makina
Member of the Board
Polat Group Holding



“We have paid attention to innovation investments that are inevitable, and we will continue to invest.”

Centrifuge is a product group that may enter the highest level as a risk. We also pay attention to simulation investments because there are products that are separation products by producing 8/10 times the G force created by a F16 Jet aircraft.

To assess in terms of investment, it was our first priority to create experienced teams prone to facility establishment, engineering, and project management. We've become a company that has created huge facilities from both food and industrial and/or oil sector. We've started installations of infrastructure with our R&D team of about 35 people.

We also pay attention to the priority points that we need not to escape while continuing an innovative approach and the new investments; I can first list the sustainability, standard production and market needs. Also, among our priorities are to own the product and be with our customers after sales. We have always worked, and continue to work to be the best at any point.

My most important source of motivation is our vision. As a leader, I make an effort for every Polat Makina employee to believe our vision. So we're going to go on this path by acting in one body.

Polat Makina is a company that comes where it stands with its vision, and is moving forward to the future with its vision. We want to stand out amongst our supercompetitives, and to be among the top 10 manufacturers in the world. As Polat Makina, we are in the effort to become the champion of the league where we are. The source of motivation for my team is this championship target.

I'm also suggesting to the young people who are aiming for success, that they should have a goal, first of all. We face countless turnouts in life. In these turnouts, our goals help us to choose the true path. As Lewis Carroll answered to Alice's question

in his iconic novel, "If you don't know where you want to go, then it doesn't matter which path you take."

My second suggestion is "let them do the work they love." Success comes not by accident, but by working hard, and it's only possible for them to do what they like. I recommend them to read the book "IKIGAI: The Japanese Long and Happy Life", co-written by Garcia and Miralles. It tells in a wonderful language that the path of success will be achieved with a perfect focus and flow, rather than working long hours. And most importantly, let them be lifelong "learning". When we learn a little bit about a job, we realize how much we know, and when we learn much more we realize how little we know. People

who have come to a successful point in their professions tells modestly that there are a lot to learn more. Taking a break from learning means going back. I'd like to continue with a quote I love, by Walt Disney, for the success, "The way to get started is to quit talking and begin doing.." They should start at once what they want to master about. Specialization is a must for a branch or selected profession.

My most important motivational source has been the success of my team I've worked with. It's an inexpressible source of passion and motivation for me to see that a structure which has been created here, -works actively.



► We Laid the Foundations of Our New Factory

We laid the foundation for the production of Supercritical Carbondioxide Extraction Systems.

We got ready for the production of our project of "Carbondioxide Extraction Systems", which is the product of our company Polat Makina A.Ş., operating in Polat Group Holding, in which we are among the first 10 companies supported in Turkey within the project of "Technology Focused Industrial Move". We have laid the foundations of our plant, which is projected to be completed in 18 months.

The Supercritical Carbondioxide Extraction Systems, which will be produced for the first time in Turkey

as industrially focused will seriously improve the quality in processing on medical and aromatic plants. This product produces herbal extraction without using a harmful solvent for any temperature and health. Its natural components can be distinguished without deterioration because the plant is not exposed to high temperature. This system is known to be the most important technology in obtaining herbal extraction today, and soon it will take place in the national and international market with systems produced by Polat Makina.



“ We got ready for the production of our project of “Carbondioxide Extraction Systems”. We have laid the foundations of our plant, which is projected to be completed in 18 months. ”



Gülçin Çiçek
Corporate Communications Specialist
Polat Group Holding

News from us

► Blood and Stem Cell Donation to Red Crescent



And this year, we say, "Blood Donation with Red Crescent Saves Life." We thank our valuable employees who are blood and stem cell donors for their sensitivity.



► Our Emergency Team Training and Fire Exercise

Our emergency fire exercise was carried out in **2021** in our companies as it was every year.



Training of the emergency teams was provided by instructors who are expert in their field to the support personnel, and the action steps were taken to be prepared for possible emergency situations.



► Best Narcotic Police; Mom

Educations organized by the Ministry of Interior as part of the “**Best Narcotic Police; Mom**” project has been given to all mothers and mothers to be, working within our companies. The trainings at our Aydin headquarters were carried out by the **Directorate of the Department for Anti Narcotic Crimes**.



► New Polat Group Holding Occupational Health and Safety Booklet

We aim to **inform and create** awareness among our employees, customers, suppliers and all other stakeholders on creating healthy and secure working conditions with our new Business Occupational and Safety Booklet.



We're Transforming the Energy that Nature Offers us into Motion

With the new types of gearbox that we've created for mobile systems, we're now bringing movement into the solar energy sector.



Neclet Demir
Genel Manager
Polat Group Redüktör

It motivates us and our friends to ensure maximum efficiency from the Sun, and working for it.

The Polat Group Redüktör gained ground in a short span of time. As a manufacturing company in Aydın, we have dealers and offices around the world. We also give continue to grow and develop day by day. As we develop, we're moving forward with innovations. Besides all the innovation we've done so far, we've added new solar energy studies and we have initiatives in this field. Now we're transforming the energy that nature gives us into motion.

In short, solar energy is systems that transform solar energy into electric energy. These systems are actually energy from an infinite source that exists in nature.

They consist of the combination of silium and germanium elements, which are semiconductor materials and then the type of solar energy panel desired is obtained by being doped. The output electric current is the direct current. Direct current transforms in later procedures into alternate current. Thus as the solar

energy plants turns into clean energy released to produce electricity in agricultural areas, buildings, factories, and many different areas.

Solar energy systems are divided into a stable and mobile system. Stable systems are systems that do not change position as well as understood by their name. Mobile systems are systems that take position according to sunlight.

We've now moved to the solar energy sector with the new types of gearboxes that we've created for mobile systems. By combining our new R&D studies and investments in this area and our production capacity, we put these special gearboxes to our customers' service. In order to produce these products, you need to have a lot of knowledge, design capabilities, and also experience. In comparison with our existing gearboxes in our production, it can respond to more loads, and has better performance and is long-lasting.

To ensure that the whole product is domestic is only possible by producing the entire product.

The PSS series, which has different designs from conventional gearboxes, has the most important feature to conduct it by rolling from one element to another, rather than a slippery friction, as with normal gears.

PSS series gearboxes have superior advantages because of unique cycloidal design:

- High performance in toughest practices,
- Overload protection,
- A wide range of transformation,
- High load capacity,
- Working quietly,
- High efficiency,
- Provides long working life without limitation of thermal factor.

TECHNICAL SPECIFICATIONS

- Power: 0.2...75kW
- Moment: 7 ... 60332 Nm
- Transformation: 6...658503

The bodies are produced from GG25 materials.

It's offered in shaft fitted.

Disks are produced from 100Cr6 materials.

Bodies in one stage upto 612 are lubricated with grease, bodies from 613 to 620 are lubricated with oil bath
Bodies on two stages from 607/07 to 618/10 are lubricated with grease, bodies from 616/11 to 627/1 are lubricated with oil bath

- Polat Group Redüktör introduces PSS series in one stage with 21, in two stages with 36 different body sizes.
- Input and output are co-axis gearboxes. The body has a rigid structure and suits the transfer of heat.
- System resistance computations are performed in accordance with the standards of DIN, ISO and NIEMANN.
- There are body options associated with the leg and the body.
- It has different assembly positions, horizontal and vertical.
- Different input options are available (Motor coupled, PAM, W, C-Face).

**Customized solutions
to the needs of our customers...**

“To ensure that the whole product is domestic, is only possible by producing the entire product.”

PGR
DRIVE TECHNOLOGIES



Ertuğrul Erten
Gearbox Technical Consultant
Polat Drive Technologies

A Nice Conversation About Gearbox Industry with Ertuğrul Erten...

We discussed the gearbox industry globally with Ertuğrul Erten, Polat Group Redüktör Technical Advisor.

Hello, Mr. Ertuğrul, firstly we'd like to get to know you. We know that you're having long years in the gearbox industry. We would like to hear you as well.

I graduated as a mechanical master engineer from ITU in 1970. In the same year, I joined the Pancar Motor. It is an organization where I learned the engineering and can't forget. We were producing diesel engines. At the same time, the tractor, centrifugation and water pumps were also produced. I worked at Pancar Motor for seven years. I went to the army and worked for two years in the R&D department at Motorenfabric Hatz, the license firm in Germany. Then I worked as a 2 year Service Manager at Atlas Copco, which is a Swedish firm.

In 1979, I started working as Deputy Director General at Pankurt. Pankurt was the first company to produce gear wheel at Tur key. After two years of working for Pankurt, I started working for Hema Hidrolik. Today it's known as Hema Industry. For 13 years, I managed the Quality Control Directorate and underground mine machines section. For the first time in Turkey, we have produced gold machines in Hema under my technical management, and

we've learned a lot with my colleagues. I entered Nord-Remas in 1996 when I didn't get the result that I desired in starting my own company in 1994. We have provided the the penetration of Nord gearboxes to the Turkish market at Remas, which has joint venture agreement with Nord. I started working as Director General. I started Brevini Power Transmission company in Turkey after working for 16 years at Nord. I left the Brevini Company in 2014. I founded the Turkish branch of Bochumer Eisenhütte Heintzmann in 2014, which I contacted longer years ago, and I worked until 2020. I'm now conducting the technical advice for the Polat Group Redüktör. I like to work and enjoy doing work.

How would you describe the gearset and their usage area if necessary?

As written in detail in all catalogues, there is an incredible diversity. You're going to buy, there's a conveyor system, using a gear box. You get on the car, there is gear box again, you're coming home, it is on the automatic door you're using a gear box again in the space rocket. These are products that are in too much life and industry. Imagine that a cement →



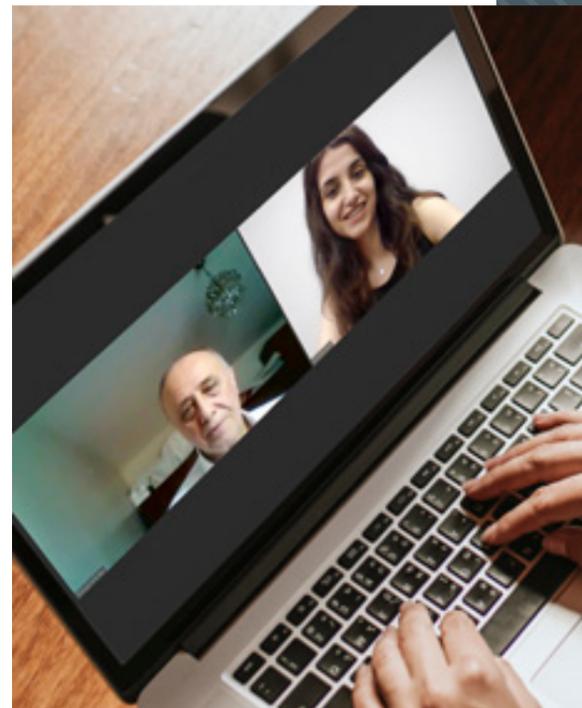
After the 1960s, these businesses had just been started. Their production capabilities weren't very good; over time had improved, and in the last 20 years, these developments have gained a lot of speed. The renovations of workbenches and the development of production capabilities caused excellent companies to emerge.

I visited too many companies, and I examined their production processes. I also know the development of the Polat Group Redüktör very well. I call Neclet Demir a miracle man. I'm one of the first people to say, "You can't do this job." At that time, we were working at Nord, we were selling gearboxes to Polat Makina. But they made it so well, and they succeeded that it was incredible. I saw a lot of companies in 20 years, and I visited a lot of corporate and deep rooted German companies. I can clearly say that Polat's order is equivalent to these companies. They can also measure and display all the details of gears. Know how is very important and there's no reason why the products are not perfect, produced with the technical culture, the quality of their workbenches, and the technical information obtained. The fact that the workbench pool and order of Polat Group Redüktör is in

factory has at least 500 gearboxes. In general, there are classifications: crane, conveyor, packaging machines, clarifier gearboxes, and so on, and now, as a last trend, I saw them on tables, you press the table, the table is standing and you're working as standing up. Because they are continuously working mechanisms and products used everywhere, they persist, which is the industry's great gain.

How do you assess the development of Turkey in the gearbox industry over the past 20 years?

It's a very long subject, we can talk about it for two hours, or even a book writing a book. But I'll try to explain it briefly.



a good condition expresses the miraculous situation that has come in the last 20 years very well.

Are there aspects in Turkey that need to be developed for the industry to move forward, and what are they, if any?

The intermediate product has an effect. In fact, gearbox is a kind of intermediate product. We are still unable to produce some draft materials, such as Inverter, sensor, soft starter. We still can't produce a lot of intermediary products in our country. So they go and get it from Germany or from different countries. What are we always talking about? All of our work benches are coming from the outside to create a quality product, we need to make that bench in Turkey so that we can benefit. Otherwise, we need to invest on the factories at very serious prices, which make it difficult. We are still unable to produce encode, and as long as we do not produce it, we have to depend on foreign countries. To ensure that the whole product is domestic, is only possible by producing the entire product. Polat Group has largely done it. And it's starting to produce gearbox in order not to be dependent on foreign countries in machine production.

"Ibrahim Polat; the skilful, excellent, miracle-generating guy, built those machines, and set up that process, and that's a great success."

Now the customer's request is to take what's needed, from one hand. I think companies that produce gearboxes should have a union. We have now reached a quality in the gearbox industry, and there is no difference in the industry's methods

of production abroad and know how. Still there is a doubt about the quality of Turkish goods, we need to destroy it.. There are firms who just says "we'll buy this brand". We have to have some studies for them to be aware of our quality but it could be possible by only forming a union. Of course, there has to be governmental support.

"Ibrahim Polat; the skilful, excellent, miracle-generating guy, built those machines, and set up that process, and that's a great success."

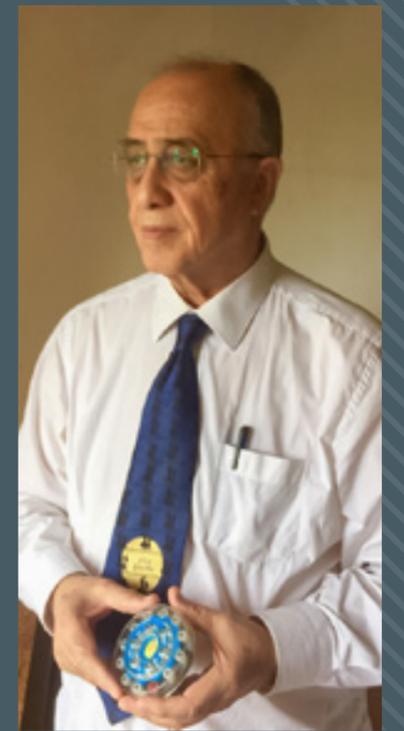
How do you assess the gearbox industry globally? How is competition shaped in this industry?

Actually, Germans and Europeans are also quite ahead. There are Japanese s in the same way. They're very good at these works and they're advanced. In fact, there are good companies in the United States as well in this sense. So the competition is big. Gearboxes produced for wind tribunals are slightly limited.

Have you ever seen a country that has advanced technology and is poor? There isn't a country like that.

Promotion activities are also important of course but I don't like the word of advertisement. The word of promotion sounds more accurate to me.

The word of advertisement is something avoided because it's based on some pressure. So it sounds repulsive to me. But promotion is more elegant because it means to talk to the right people at the right time and find you. I care very much about travelling and close contact. The promotion is very important for a new product, the easiest way to reach the audience.



Finally, what would you like to share with Polat Life readers?

I'd like to convey a message to the Polat employees firstly; "They are very lucky, working in a place that is very well-designed, ergonomic," and "They are working in Aydın. If I knew then what I know now, I would work in Aydın. Another thing I'm going to personally say is that the Polat Group Redüktör that I knew 20 years ago has been so developed that they've come a miraculous path according to me. I said "you can't do it," Neclet Demir said "you'll see I'll do it," and they did it. That's why I appreciate it so much.

My advice to those who want to succeed is that I've seen in my life that technical information doesn't work alone, you'll know how to get along with other people. Behavior always comes in front of actions and information, so people talk positively about you. I wish everyone success.

Gülçin Çiçek
Corporate
Communications Specialist
Polat Group Holding

Interview

From Past to Present: Wine

Noah who began to live on Mount Ararat after the flood, saw one day that his goat going around to feed was back very happy. When Noah, who had seen that the goat behaved like that for days, followed the goat for a while, he realized that this situation arose from the food it ate, and is hooked on the juice of grapes. When Satan was him in this mood, he defoliated all grapevines with his flames. When Satan realized that Noah got sick of the sadness, he said that he might have revived the plant again by only watering it with the blood of seven sacrifices (the dog, tiger, lion, cock, magpie, bear and fox). According to this myth, people who are drunk with the wine are said to have taken the belligerence of the dog, predacity of the tiger, courage of the lion, clamorousness of the cock, chattering of the magpie, force of the bear, and cunning of the fox.

So, the land of Anatolia, where such myths go through wine; is the starting point of viticulture and therefore production of wine. When we look at the archaeological finds, which are the most realistic evidences for us, there are many indicators showing that the Hittites are interested in viticulture and wine in 2000 BC. Sculptures containing wine figures and drinking pots from that period are the most important findings.

It is possible to see the traces of viticulture in Persian and Phrygian civilization after the Hittites. Especially, the region, including East Anatolia, Armenia and Georgia is considered as the mainland of wine. It is also useful to add a footnote immediately here: the oldest known winery was discovered in the Areni-1 cave in Yeghegnadzor, Armenia, and is estimated to be 6,000 years old. The migration of Hittites to the

Crete and Aegean Islands in 2200 BC, allowed that culture to shift to west, and continued its expansion in Thrace.

Even though our country is on the top 10 in the world's production of grapes, it uses only 3% of it in the production of wine.

“The oldest known winery was found in the Areni-1 cave in Yeghegnadzor, Armenia, and is 6,000 years old.”

One of the most important reasons is thought to be a recession in the vinification culture, which came along with the Ottoman-drink bans. The fact that as Anatolian territory fell under Ottoman rule, the decline of vinification and viticulture began, emerged as the most important proof of this. With the movements

of Westernization after Tanzimat, the Ottoman vinification -revived, about 300 million litres of wine were produced and exported in the beginning of the 1900s.

In the 3000 BC, the Egyptians were making the wine in cubes with large opening covered by resin, making it more durable. After the openings of these cubes were closed with clay or lime, the brands of wine were printed on these covers.

The bases of barrels and bottle technology, which dates back to the present day, is going back to 16th. century in Europe. While glass decanters are still used for wine to be purged from its precipitations and ventilated at the service stage, the residues in wine are separated by centrifuge decanters in today's technology.

Aysu Sağdıç
Marketing Specialist
Polat Makina



Perfect Production Appealing to **Both the Eye and the Palate!**

We have continuously supplied the wine industry
by offering **logical solutions** with high performance/price
ratio to enable our customers to obtain **higher yields**.

For details please contact us.



Employee Engagement and Suggestion System

As Polat Group, we have created a suggestion system that highlights total quality management and team spirit.

The suggestion system established from the philosophy 'who does the work, knows it best!' and applied with the contributions of employees in all levels, is a technique that enables continued improvement of the organization with the assessment of innovative ideas and their implementation. Promoting individual activities in parallel with the team works allowing employees to achieve their ideas ensures the increase of their motivations and reinforces their sense of belonging. Also ideas which are open to development and innovative are the basis for R&D Center projects.

According to a study conducted in

452 businesses in Japan: 23,532,000 ideas were introduced, about half of them were implemented and the profits created from suggestions amounted to 225.3 million yen.

Suggestion systems established to demonstrate the importance of the employee in many companies are now turned into a platform where ideas compete. Moreover, companies value these programs not to appease the employees, but because they really see that their ideas are working. Suggestions from employees deliver



Selin Üstünel
Human Resources Specialist
Polat Group Holding



We aim to create the creation of the team spirit in time and increased personal, functional and professional proficiency.



“ Creation of team spirit over time and increasing their personal, functional and professional competences will be ensured with the Suggestion System. ”

innovative solutions to processes, and improve customer satisfaction, quality and efficiency. In addition, time and cost savings of up to hundreds of thousands of dollars can be obtained as a result of the suggestions of the employees.

As Polat Group, we designed the suggestion system as a system which will enable people to communicate their ideas; encourage them to innovation, boost business saturation, give employees a

chance to implement a participant management, provide a competitive advantage ensuring a continuous improvement to the organization with small steps. Online trainings that describe and promote the suggestion system for adopting the system have been organized, detailed information about the suggestion system was transferred during the asakai meetings of the production units.

With the Suggestion System, we aim to create the creation of the

team spirit in time and increased personal, functional and professional proficiency on this issue, a company with a democratic and unpressed, horizontal structure, instead of a rigid hierarchical order that goes outside the standard stable thought and behaviour patterns. As the Human Resources Department, we believe that our employees are contributing to this process, we are looking forward to realising their creative solutions.



Hadi Kahouli
Dealer of Polat Makina
Yashilco Company

Overview on Iranian Industrial Centrifuge Market with Hadi Kahouli

Dear Mr. Hadi, firstly thank you for giving us your time. I would be glad to hear more about you. Can we learn when did you start your business?

Happy to have the chance for the interview with Polat Life magazine, Actually, better to tell that Mana team started 5 years ago (2016) and I am one of the co-founders, we start as a young and agile team which prefer to focus on cutting-edge technologies and solutions. Now we are 10 people in office and 50 people in projects and services.

How many years have you been working in the same industry? Can we talk about market demands of the industry

that you are serving in? How are the feedbacks from your customers?

Actually we are now more than 5 years in centrifuge technologies. Centrifuge technologies are huge part of all processes, food industry, oil industry, environmental projects are demanding separation more and more.

Iran food industry and oil industry needs renovation and rehabilitation, some of production lines are pretty old and customers looking for new and reliable solutions, actually during last years because of Iran sanctions some of global players in centrifuge technologies left the market and this is why market had an open hug for new comers such as Polat Makina.



How did you meet with Polat Makina? What is your product range and are you glad to use Polat Makina machines?

Our background with Polat Makina went back to 2017 when we used Polat Makina decanter in one of our projects in Isfahan wastewater plant, then we had a chance to visit Polat Makina production plant in Aydin and it was really surprising, I already visited some similar production site in Europe and Polat Makina infrastructure was surprisingly strong. Then we decided to promote Polat Makina equipment's in Iran market, today Polat Makina is well-known in Iran and around 50 Polat Makina systems are working properly in different cities and applications.

Customer's feedback for Polat Makina systems is satisfactory and they are happy with Polat Makina industrial decanters and separators, actually fast service factors and local agile team of Polat Makina is the key point in market success.

How was the process of new normal in your company? Do you think you already adopted to it? Did the pandemic affect your business and change the consumer behaviour?

Actually we were affected seriously by pandemic, borders were closed for some months, visiting customers was somehow difficult

“Today Polat Makina is well-known in Iran and around 50 Polat Makina systems are working properly in different cities and applications.”

and finally economic situation went bad and investment rate was deeply decreased, so during the last 18 months our sale was lower than plans and we hope to recover second part of the year.

How do you find machine industry in Iran? Especially after industry 4.0 do you think is it changing a lot comparing to last decade?

Actually machine industry in Iran developed well, in Rotary equipment also we had great progress, for decanters and separators we had some local manufacturers but still well-known brands like Polat Makina keeps their space and market share.

Would you like to say anything to our Polat Life magazine followers?

I appreciate all Polat Life magazine followers, we are ready to share our experiences in using and operating machines with customers and partners all around the world and also eager to hear more from our partners, I guess some annual gathering can make a good synergy for Polat Makina global network, I hope all of you deep health and success.

Gülçin Çiçek
Corporate
Communications Specialist
Polat Group Holding

Interview



Ersoy Pazarbaşı
Company Owner
Güç Redüktör

About the Market with Our PGR Dealer Ersoy Pazarbaşı...

Hello, Mr Ersoy, let's get to know you first. How long do you carry on business with Güç Redüktör company?

Hello, I'm Ersoy Pazarbaşı, I was born in Adana in 1977. I have a degree of communication faculty. As Güç Redüktör, I've been doing PGR dealership since 2005.

What sectors and regions do you usually serve?

We usually work for machine manufacturers (carpet washing machines - textile - crane manufacturing - rock drilling machine manufacturing etc.) and factories.

We are providing service to our Eastern and Southeast regions, with the provinces of Gaziantep, Malatya, Kahramanmaraş, Mersin, İskenderun, Hatay ve Diyarbakır. In order to work more efficiently in this regard, we've had a branch called GÜÇ Redüktör since 2013.

How long have you been working with the PGR? What products do you use?

Since 2005, we've been procuring brakes and electric engines, especially PGR and NRW at your factory as your dealer. Thanks to the efficient operation of PGR products and

the satisfaction of customers in which we are in-cooperation, our connection has never been broken in for many years. Generally, referring to our customer needs, we provide types of gearboxes used in the textile, crane and carpet machines according to requests.

When you think about a last year, what are the positive and negative situations you faced? How was your company and your industry affected before and after the Covid?

For the last year, because of the pandemic, we experienced a hesitancy and doubt in the market. Although we had also to finance certain companies and factories, we have increased our sales and raised our targets through our experience and decisive works. We work for better every year, we're putting

higher targets for ourselves. The Pandemi process of course, taught us a lot of things, it was a process where we understood the value of devoted working. While there was an increasing mobility in some industry, there was significant declines in others. We had to develop different strategies for this situation.



In the upcoming period, there will be no company in our region where we will not introduce PGR with the effort of our company and the support we will receive from you.



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What are the company targets in the upcoming period? How do you see the future of the industry?

In the upcoming period, there will be no company in our region where we will not introduce PGR with the effort of our company and the support we will receive from you. We believe that we will maximize the PGR. Our growth target will continue in line with increased demands in the industry.

Gülçin Çiçek
Interview
Corporate
Communications Specialist
Polat Group Holding



Mostafa Safari Rad
 Founder
 Keyhan Machine

We talked about market and quality evaluations with our PGR business partner Mostafa Safari Rad, owner of Keyhan Machine.

Dear Mostafa Safarirad, firstly thank you for giving us your time. I would be glad to hear more about you. Can we learn when did you start your business?

I was born in 1951 in Guilan, Iran and graduated from Sharif University of Technology of Iran. I started my career as an accountant at a young age. In 1980, I became the general manager of Chite Rey, the biggest textile company in Iran with more than 3000 workers for 10 years. After that I engaged in other fields of industry like beverage and tire production as General Manager, investor and consultant. After 30 years of working in different industries, after retirement, knowing the importance of gear reducers, I invested in supplying power transmission equipment for industries in 2001.

How many years have you been working in the same industry?

Can we talk about market demands of the industry that you are serving in? How are the feedbacks from your customers?

We started our activity in this field from 2001. In 2009 we established Kayhan Machine Adak Company together with some of our business partners. From the beginning, our goal has been to provide quality products in the market. Exactly what our clients are looking for. In this direction, we have cooperated with well-known European companies and since 2016 with PGR.

As you may know, there are different trends in purchasing goods in different cultures. Iranians are loyal to the brands that they have used before so brand positioning is very difficult here. There were customers who knew PGR, but introducing NRW to the customers took time. Now there are many people familiar with both of the mentioned brands and have become loyal customers of them.



So in the last decade we had a significant improvement in production and its processes and most of them are adapting to industry 4.0 and its requirements.

How did you meet with PGR? What is your product range and are you glad to use PGR Gear units?

We started our cooperation with PGR in 2016. First we made a visit from PGR company, then we placed an order of worm gearboxes to introduce PGR products and its quality to the market. Gradually, we presented a wider range of products such as Helical, Bevel Helical and shaft-mounted and heavy-duty gear reducers to the industries. Last year we had a plan to start an assembly line of gear reducers in Tehran. But the pandemic caused a one-year delay in running of the project. But we – KMA & PGR - are determined to do this for both PGR and NRW products to provide better services and shorter delivery times for our clients. Because inventory availability and short delivery time are very important for the customers in our region.

How was the process of new normal in your company? Do you think you already adopted to it? Did the pandemic affect your business and change the consumer behaviour?

Covid-19 pandemic affected our business just like any other business. Industrial production fell to a minimum, new projects were postponed and many other problems arose for international trading. So much so that in early 2020, we were not able to transport goods from Aydin to Tehran for a while. But despite all the difficulties, we succeeded to increase our turnover by efforts of our staff and supports of PGR Co. We hope to overcome this crisis soon, and get back to normal. Then we can hold seminars, conferences and workshops again, as we did before.

How do you find gearbox industry in Iran? Especially after industry 4.0 do you think is it changing a lot comparing to last decade?

Because of restrictions imposed on Iran due to sanctions and government supports for domestic production, many manufacturers started to produce gearboxes in Iran. So in the last decade we had a significant improvement in production and its processes and most of them are adapting to industry 4.0 and its requirements.

We have an idea for PGR to design an online interface for customers to place order, check order status, payments and other information that can help them to manage orders.

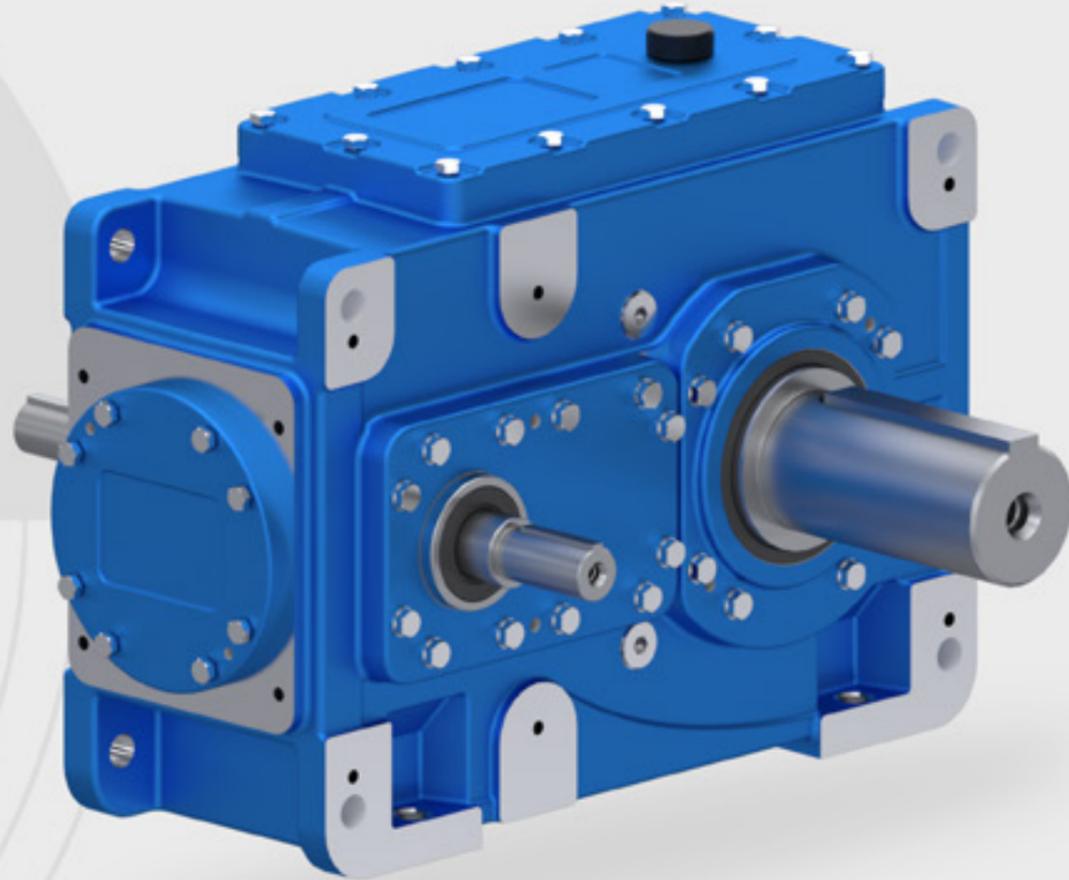
Would you like to say anything to our Polat Life magazine followers?

I wish health for you and people all over the world. And hope to have a fruitful cooperation with PGR this year.



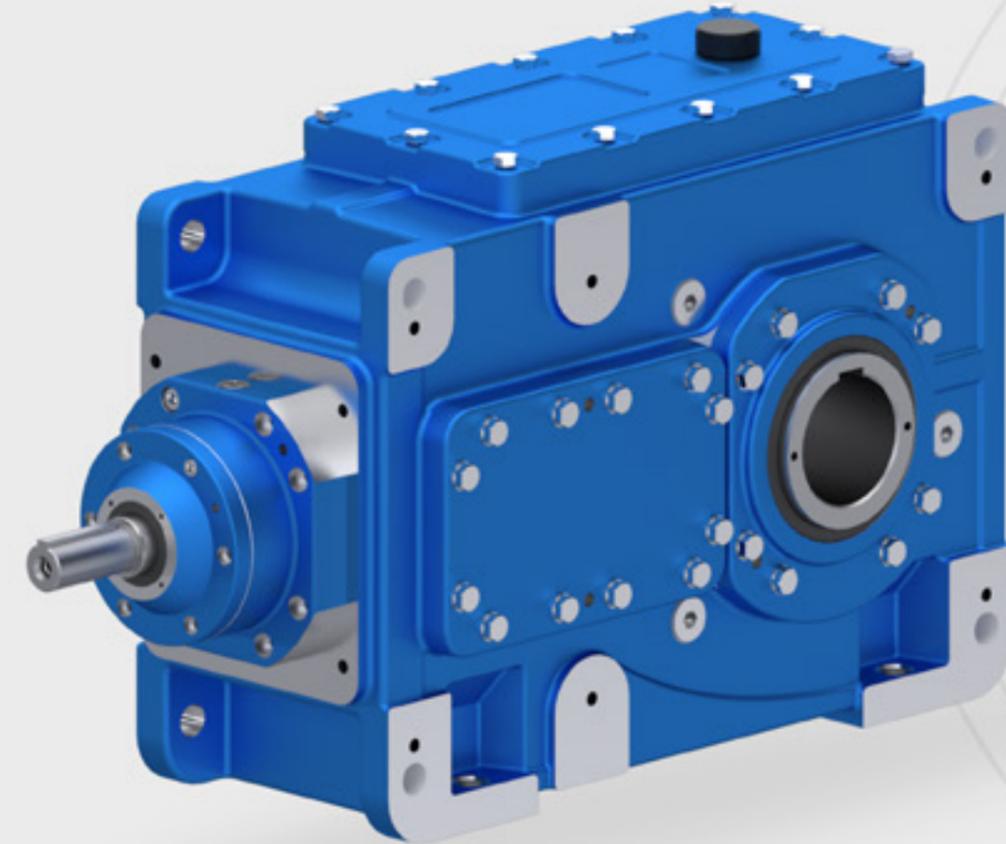
Gülçin Çiçek
 Corporate
 Communications Specialist
 Polat Group Holding

Interview



WE ARE WITH YOU WITH OUR SOLID BODIES IN HEAVY WORK CONDITIONS...

Ease of silent working and maintenance
carrying high moments up to 480000 Nm



- They are gear boxes of which input and output are helical-conic with a parallel axis or axis angle 90°.
- There are connection options from the standing and flange.
- The body has a rigid structure.
- They are gearboxes that can be used in high-power needs and heavy conditions.
- System resistance computations are performed in accordance with the standards of DIN, ISO and NIEMANN.
- Different input options can be provided (IEC, W,...).
- Different output options can be provided (shaft fitted, Hole shaft, Conic squeezing,...).
- Different connection options can be provided (B5 flange, Torque handle platform,...).
- Bodies can be produced as sphero (GG 40-50) and peak (GG 20-25).
- Gears are made of forged and 21NiCrMo2 carburization steel.
- High quality bearing and impermeability elements are used.

TECHNICAL SPECIFICATIONS

	Min	Max
Power [kW]	3.5	4650
Moment [Nm]	2400	480.000
Transformation	1.25	460

Digitalization in PGR Document Management



The Polat Group Redüktör continues to advance and develop in all areas in the digital transformation adventure.

The Polat Group Redüktör continues to advance and develop in all areas in the digital transformation adventure. Polat Group Reductor, which proves the importance it gives to management systems with trainings to its employees, the projects it started, and studies, has put QDMS Document Management Module to live, in the short run, working with its solution partner Bimser.

The PGR, which runs all management systems as integrated with changing and developing standard structures, has also started to monitor the documents proving the work it has done for these systems by QDMS.

It has selected the QDMS, which is local and national software, and chosen by the leading companies in the industry like PGR with the aim of ensuring the traceability and sustainability of documents.

PGR which is aware that documented information is very important to keep corporate memory alive gives a great importance to this issue.

After converting all system documents into standard and corporate structure, we have made their transfer to QDMS. In these transfers, we planned all authorizations and requirements required by the Management System standards. We gave training to all our colleagues after performing the sub-work as Admin/User. As a result, we took the QDMS Document management module to live successfully and quickly.

PGR which is aware that documented information is very important to keep corporate memory alive gives a great importance to this issue. Within this context, it creates, checks, and publishes its documents in the

standard and corporate template with a dual control. It keeps all documents it used, updated and alive according to the changing processes.

With the QDMS Document Management module, it takes aim at;

- Controlled document management,
- Process-based approach,
- Management in line with standards,
- Creation of infrastructure suitable for changes,
- Developing corporate memory,
- Eliminating individual dependence,



PGR which is aware that documented information is very important to keep corporate memory alive gives a great importance to this issue.

- Advanced reporting system,
- Ability to follow tasks.

The Polat Group Redüktör, which also included QDMS into the digital transformation adventure, proved once again the importance it give, to continuous development and sustainability by adapting to management systems as well as technology.



Gül Sultan Güldal
Quality Systems Engineer
Polat Group Redüktör

Adaptation to QDMS System in Polat Group Holding



“QDMS brings the understanding of integrated management in our planned and systematic activities to a next level.”

As part of the institutionalization efforts of our companies, we have implemented another project with the aim of sustainability and strengthening of corporate memory. Within the scope of the Project, it was preferred to work with QDMS, one of the best tools for this work.

We've provided our conversion to the QDMS system as Polat Group companies. We experience the happiness of making QDMS available in our firm, one of the systems, which most companies that are trying to keep institutionalization activities systematically and efficiently, have and should have.

The quality management system has a philosophy that guides us to ensure the holistic management of our planned and systematic activities.

Işıl Ateş
Assistant HR Specialist and Quality Systems Management Representative
Polat Group Holding



The word quality characterizes features that a product or service should have in order to meet needs. For this reason we sincerely believe in the contributions the system will provide for us to understand and meet the needs of our internal and external customers.

The QDMS is a web-based application that can be used without any requirement to upload an application to computers.

It is easy to access and can be used from different locations and devices. We have got QDMS' Document Management module into use as Polat Group Holding.

We will also be able to keep document records healthy through QDMS with the Document

Management module. In order to provide quality products and services, it will have an important contribution to us for standardization we need.



Current follow-up of documents is important for each institution to avoid the use of the out-of-date practices. Follow-up of documents through QDMS will be more practical and we will be able to make revision procedures and cancellations when needed.

The fact that we define our corporate templates to systems and that it is guiding units to create their own documents provides us an advantage. The headers mentioned in our templates will also be responsive about the contents. In this way, quality systems will be more understood and easier to "for all of us".

Another advantage of QDMS is its reporting feature. When we have made our preferences on the subject that is intended to be reviewed, for example, who uses the system, what documents are being read or not, we can receive authorizations defined to users as a report. Moreover, the system provides us an opportunity to measure whether documents are actually read and understood by the survey feature when requested.



Kudret Karataş
Landscape Architect
Oya Fidancılık

A Pleasant Talk About the Landscape, Gardening and Decoration Plants with Kudret Karataş

We had a pleasant talk with Kudret-Karataş, landscape architect of Oya Fidancılık on the Landscape, Gardening and Decoration Plants.

Hello, Mr. Kudret, can we first get to know you? Can you tell me about yourself?

I was born in Yatağan district of Muğla in 1984. I completed primary, secondary education and high school in Yatağan district. I graduated from Suleyman Demirel University Landscape Technician Department in 2006. After I graduated from college, I worked as a landscape technician in various companies in Muğla. I got into the department of the Landscape Architecture of Artvin Çoruh University in 2010, and I graduated as a landscape Architect in 2014. After I graduated, I worked in two companies in Bodrum for five years. I took office in July 2020 as the Landscape Architect and Sales Marketing Officer at Polat Group's company.

What are the jobs and priority sequences that need to be done in the landscape works and arrangements?

The landscape is the composition of natural and cultural elements that we see in our environment at first glance. Although the landscape is literally expressed as a view, it contains much more. It aims to serve as a bridge between past and future and grounds on the sustainability by taking into account natural cultural values.

The landscape is the whole thing that surrounds us where we are. Nature such as plains, valleys, mountains, streams, rivers as well as cloud, rain, and vegetation, human and animal beings ; and roads, buildings, vehicles are the physical elements of the landscape. Landscape also covers the laws, social lives

Those who want to make their own garden care first need to know their own garden.

and manners and customs of the society. The landscape arises as a whole of the cultural differences between man and nature.

The most important factor in landscape arrangement is that individuals create their own habitats, are integrated with nature, and asks for environments that can feel comfortable. Priority in the landscape arrangement is the landscape design planning that needs to be done according to the individual desires. Landscape design consists of five steps;

- Creating field inventory and analysis,
- Determination of the requirements,
- Create a space usage plan,
- Create a cognitive design plan,
- Draw an exact design plan.

After creating the design project, a landscape application process is performed by sticking to the project. The landscape application process can first be carried out in the form of infrastructure applications (electric, drainage, clean water lines, raining, etc.), structural and hard landscapes applications, sprinkler

systems, grading, planting, turfing and lighting practices.

What do you recommend to those who want to make their own garden care?

Those who want to make their own garden care first need to know their own garden. They should learn the ecological aspirations of plants in the garden, and how they can healthily grow plants. They certainly need to receive support from an agricultural engineer or landscape architect in the fight against plant damage, plant care, fertilizer and medication. Then again, what's important is the equipment of the garden care. Equipment needs to be quality and durable. They must know the conditions of use of the equipment. With these equipment, can easily do the practices of care, pruning, spraying, fertilizing.

In fact, what you're making is not more than making a picture with living plants and then is your first sensitivity valid in conservation, care and re vision works? Or if you have another change in your mind, do you want to apply it?

Yes, we're actually painting with living plants, but the concept of sustainability in the designs we make is very important. Sustainable landscape designs need to be done by considering the maximum growth of plants. It's necessary to make sustainable landscape works so that people can use these habitats healthily for a long time. The topography, texture, ecology, and cultural structure of areas we design are important factors. For this reason, care, protection and revision works should be carried out by taking these factors into account, provided that they adhere to the cultural and historical structure of that area.

Can you tell me the importance of urban planning and at which point of this plan is what you do?

It is a scientific discipline that deals with the development and implementation of sub areas meeting the needs of a city and people in desired conditions in the future. It develops space-oriented concepts and processes, especially by taking the economic, ecological, social, creative and technical aspects. Urban planning also has the impact on social, physical and economic environments as well as the way the cities work. Therefore, it has a key role in specifying the problems and increasing the health and quality of life.

Cities are areas where land use is the most intense and human influence is significant. Increasing migration from country to town, housing, transportation, commercial uses, fossil fuel consumption, deforestation, false land use, pollution, production and consumption pressures from greenhouse gases released into the atmosphere make these areas in which environmental problems are concentrated along with industrial development in cities. As a result, gradually decreasing green areas, the destruction of natural and historical tissue in urban areas are increasingly making life difficult, breaks



the relations between nature and human being, leading to increasing ecological problems in cities. Unplanned urbanizations are emerging. These problems show in today's cities that urban development is abandoned to an uncontrolled development and change, lack of ecological basis. After the concept of sustainable city becomes a current issue, urban sites need to be planned through ecological planning approach to achieve an environmentally sensitive urban development. In this context, ecological approaches

in landscape design have become increasingly important. Green infrastructure, green roads, green matrices, etc. are some of the structures in this sense. A number of solutions are provided for the different types of open and green areas in cities such as city parks, game parks, sports spaces, etc. within the whole city. In this study, the importance and requirement of ecological approach to landscape design works in sustainable cities. Therefore, the role of landscape architects in city planning is really very important

How do the processs work in Oya Fidancılık? What sectors do you usually beautify?

Oya Fidancılık is the largest crape myrtle (lagerstroemia indica) producer in Europe and Turkey. We're producing crape myrtles in areas of about 400 decares. In addition, Oya Fidancılık produce Bonzai olive and four kinds of palms in the area of 100 decares. In the production of agricultural products, Oya Fidancılık produces wheat, corn, cotton and trefoil in an area of 200 decares.



With 100% domestic production, we export crape myrtles and palm types to many countries in Europe.

Our crape myrtles are used in national gardens, city squares, hotel gardens, historical cultural areas, museum gardens, highways medians, and auto road refusal, and parks and gardens of many municipalities.

Which countries prefer which plants?

The countries that have come forward in the crape myrtles and palm exports, such as Italy, Iraq, Azerbaijan, Georgia, Tajikistan, are among the countries that prefer the crape myrtles.

Gülçin Çiçek
Corporate
Communications Specialist
Polat Group Holding

Interview



The Most Beautiful
Colors of Nature will
accompany you...



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Secret of Quality in Whey Production



Undoubtedly, for consumers, the quality of a product is its most important feature. Therefore, manufacturers try to achieve quality in production in order to meet this customer expectations. And of course, this is also the same for production of whey.

Whey is one of the most important by-products of milk technology. In general, remaining liquid as a result of processing milk to cheese is called whey, and contains high amount of significant nutrients such as vitamin B and protein. Because of that feature, whey is used as a source of protein in many products, from sport drinks to baby foods, from food supplements to drugs.

The use of whey in such a wide range of products leads to the need for more sensitive and more effective process need in production. The requirement of these processes is the clarifiers and cream separators.

The first step in the whey processing is the removal of remaining cheese particles and taking fat in whey as

much as possible. First, cheese residues are removed with the clarifier and then the fat in it is taken with the help of cream separator. Lack of removal of cheese residues in whey has negative impact on the next processes. High efficiency in these processes is critical, in the process of whey products, such as tablets, capsules and lactose powder used in baby foods. These residues are able to significantly increase production and maintenance costs, because they can block the filters used in progressive processes, especially membrane filters. Therefore, the selection of the clarifiers and cream separators that will be used in the processes is very important. Cream separators used for the production of whey have to take as much as fat out from a product



Whey is one of the most important by-products of milk technology.

“The first step in the process of whey is; removal of remaining cheese particles and taking the fat in the whey as much as possible.”

containing only 0.2-0.4% fat, minimising fat content minimize the losses of manufacturers and helps meet final product -specifications.

Polat Makina developed clarifiers and cream separators by providing solution to overcome challenges in all processes in the implementations of milk and dairy products to the use of the dairy industry with its experienced technical staff. The separators for milk and whey applications designed by Polat Makina provides the best result in increasing the efficiency and profitability by meeting the expectations of our manufacturers like you in price/ performance.

Aysu Sağdıç
Marketing Specialist
Polat Makina



Actual

Remarkable in Tourism as well as Industry: Aydın

Let's explore the historical and tourist beauties of Aydın and its surroundings altogether...

Aydın, located in the Aegean region, is one of the top 20 cities in Turkey. Aydın, which is also considered one of the most important cities of our country in tourism and agriculture, has always been in a valuable position in terms of trade throughout history. Aydın of which establishment dates back to 13th century, is a city which was home for many civilizations in its history and distinguished with archaeological and ethnographic values, ancient cities, resorts, natural beauties, national parks, beaches, thermal facilities, plateaus and museums.

It's more preferable to visit Aydın and its surrounding beauties, which stand out with sea tourism in summer. Thereby, you can camp, do trekking, swim and join in many activities such as water sports.

Among the unique tastes of Aydın, which is also remarkable in gastronomy tourism are: Çine meatballs, Paşa patty, tahini pita, Pelvize dessert, mallow roasting and pea.



Güvercinada Castle

Güvercinada Castle in Kuşadası, was built by Hayreddin Barbarossa in a location protecting the port at the bay mouth. This castle mentioned on Evliya Çelebi's travel book is also known as "pirate castle" because it defends against attacks from pirates of the island. Güvercinada Castle, whose construction dates back to the 1830's, -has also undergone many restorations in the past and is still one of the most symbolic values of Kuşadası and Aydın today.

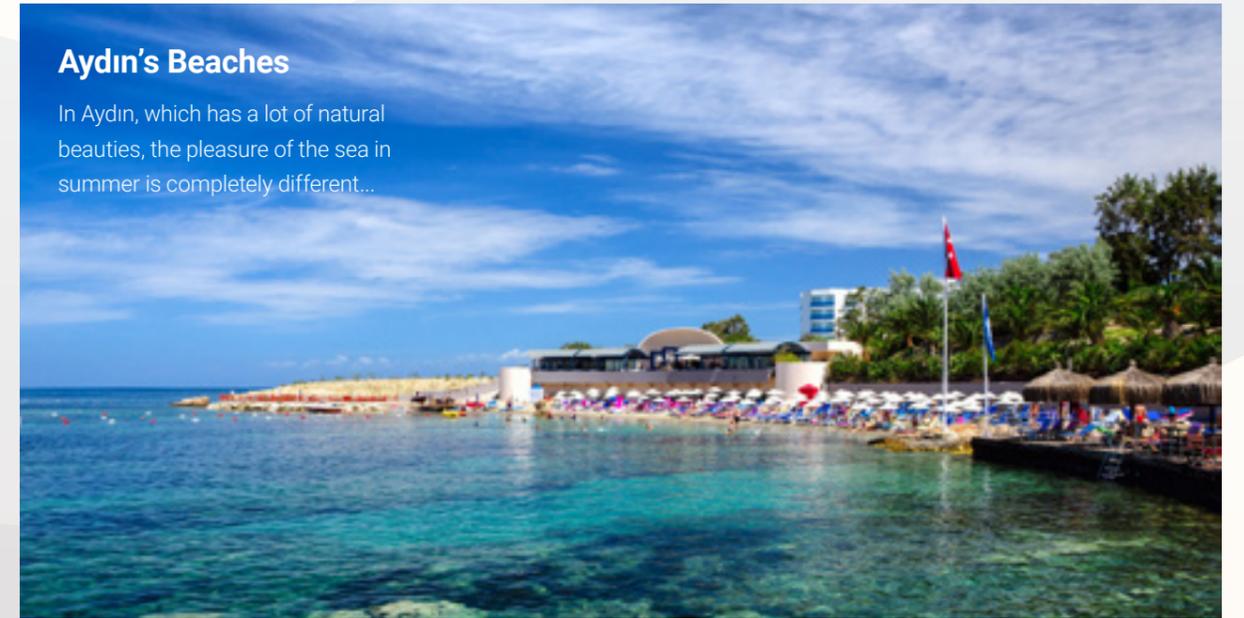
Temple of Apollo

It is located in Didim, the district center of Yenihisar. Didim (Didyma) is not actually an ancient city, but a holy place and a center of divination with a connection to the holy way from Miletus. The first written source on Didyma is Herodotus. Herodotus narrates that Nekho II, the King of Egypt and Croesus, the King of Lydia made a vow to the temple of Apollo in Didyma in 600's BC. It is one of the ancient structures which must be visited.



Aydın's Beaches

In Aydın, which has a lot of natural beauties, the pleasure of the sea in summer is completely different...



Ancient city of Ephesus

The first establishment of the ancient city of Ephesus, which is not within the borders of Aydın province but very close to it as a location, dates back to 6000 BC. Important places to visit in Ephesus are: Gate of Magnesia, Eastern Gymnasium and State Agora baths, Upper Agora (State Agora) and Basilica, Odeon, Hillside Houses, Marble Street, Library of Celcus, Church of Mary, and Artemis Temple.



Climate Change & Energy

We, as the people living on the planet, we're the last generation to prevent the climate crisis. Humanity won't have another chance.

If we can't do something now that we can't keep the temperature of water under 1.5 °C, it's going to be an awful future of humanity.

It is inevitable that climate change, discussed in many platforms recently, will have irreversible

consequences for people and other creatures.

80 percent of the most used energy, which is the first place in the world, is covered by oil, coal and gas, what we call fossil fuels. Greenhouse gases resulting in use of these fuels cause climate change.

Why is it important?

If we do not reduce greenhouse gas emissions (releases), it is estimated that there will be approximately 3°C increase in global average surface temperatures within 100 years. Unfortunately, in such a situation;

The diversity of living creatures on earth will decrease and some species will disappear as a result.

Water and food won't be accessible so easily. Therefore, epidemics and human losses will increase.

The unexplainable weather will be experienced and there will be loss of life and property in disasters due to those cases;

Regional droughts that will be reflected in general will emerge and agriculture may not be done due to the drought to live.

The area in which a part lives will be subjected to severe drought, some living areas will be flooded by sea level increase.

Unfortunately, all coral reefs will disappear.

Turkey?

Depending on global warming within 80 years, the sea level will increase by about 74cm. In case it rises 50 cm in Istanbul alone, about 200,000 people are affected by floods.

Soil losses and erosions in our coastal regions will be emerged; the ecosystem deterioration in the coastal regions will lead the salining of water, and naturally the loss of water.

Marine creatures and species will decrease by about 20%, the fish stock in our seas will decrease by 18%.

The Ministry of Environment and Urbanization has set up a list of measures to highlight the saving in the fight against climate change.

- Get a shopping bag that you can use for a long period of time. Return the plastic bags in each shopping and carry what you buy, in your shopping bag.
- Choose ones that can be filled in products requiring small packaging (liquid soap, cologne, etc.). That's how

you contribute to your home economy, and you reduce the amount of waste.

- Replace your lightbulbs with saved lightbulbs that are using energy efficiently. This helps prevent the release of 20 kilograms of carbon dioxide into the atmosphere.
- Change the place of your refrigerator and your deep-freezer.
- Use less hot water. Keep in mind that heating hot water over 45-50 degrees will lead to unnecessary energy consumption.
- While cooking, while boiling water, keep your pot's cover closed. So you can save a massive amount of gas saving. When you use a pressure cooker, your savings will find 70%!
- While heating water with the teapot or electric heater (kettle), heat just as much water as you need.
- Take a shower instead of taking a long bath. So, you only have spent 70 liters of water instead of 200 liters.
- Fill the spaces in your door and window with appropriate materials. You can reduce your fuel costs by 30% by avoiding air evasions in your building.
- Keep your air conditioner maintained and its filter clean. The clean air conditioning filter can prevent the production of carbon dioxide up to 160 kilograms per year.
- Use solar energy. You can provide a significant part of your hot water needs from solar -energy.
- Reduce the time to drive a car, and prefer walking, cycling or public transportation as much as possible.
- Maintenance of your car should be on time. If only 1% of motor vehicle owners have their vehicle maintenance regularly, the production of more than 450,000 tons of car bondioxide can be prevented per year.
- Check the tires of your car per week and make sure they are properly inflated. Proper tire pressure increases the distance you take with a tank to 3%. Every 4 liters of gasoline saved means avoiding of 10 kilograms of carbon dioxide

The Ministry of Environment and Urbanisation

Interesting Information

Dear Polat Life readers, when we encounter things different than what we know in our lives, sometimes we feel surprised, sometimes we feel amazed. In this article, we're going to share a number of information that we think will surprise or amaze you from various sources. Here's the information that doesn't come to be kept.



Before of the invention of clock,

There had been candle clocks set to burn for a certain period of time. If you're trying to set a reminder or alarm, you're going to have a nail in the time you want, and when the candle melts to that level, they were warning you by falling over the metal candle and making a sound.

To be a child in China,

When babies are born in China, they're counted one year old.



No crying,

If you chew gum when you chop onions, you won't cry.

Interesting,

7 million dollars were spent on the construction of Titanic. The film costs \$200 m.

That's interesting as well,

If food colorings were not added, the color of the coke would be green.

Mathematics,

Let's look at this math operation; $111.111.111 \times 111.111.111 = 12.345.678.987.654.321$



Information,

Most cows give more milk when they listen to music.

Information,

A bee must be placed in 2 million flowers to produce half a kilogram of honey.



Useful tip for those who can't wake up in the morning,

Eating apples in the morning drives sleep more away than drinking coffee.



Finally, history information,

Paper is made not from paper as it is thought to be, but from cotton. Before 1950, it was made using cannabis, tree shell and marijuana leaf.

We Know The Value!

We have continuously supplied the dairy industry by offering **logical solutions** with high performance/price ratio to enable our customers to obtain **higher yields**.

For details please contact our sales engineers.



● www.polatas.com.tr ● industrial@polatas.com.tr ● +90 216 540 50 25-26



Gearbox Selection Has Never Been So Easy!



Easily selecting the desired gearbox, creating a proposal, downloading 2D/3D perseverance, viewing the technical data of the selected gearbox is now very easy with the PGR Gearbox Selection program on our website.

Technical Data Details:

You can easily access information such as the amount of oil to be added according to the mounting position of the gearbox you have selected, which oil to use according to weather conditions, and the frequency of replacement.