

# Aksaray sugar factory: perfect integration of local partners



In March 2011, the Aksaray sugar factory in Turkey ordered a complete extraction plant from BMA, including installation, commissioning, as well as managing and supervising manufacture of the locally provided equipment. In the pre-order phase already, BMA and the customer together tried to find potential fabricators in Turkey, to ensure that the project would proceed smoothly and all deadlines could be met. During this phase, a BMA team consisting of quality management, engineering and purchasing experts visited and audited potential fabricators. Only audited suppliers were eventually invited to submit their bids.

The first measures after the order had been placed were to qualify and train the selected supplier, both directly in Turkey and at the Braunschweig workshop. One important element was to define the complete schedule and the milestones for quality inspections that were to be performed by BMA's own staff. At that point, concrete items of assembly and installation work, as well as the required auxiliary equipment and tools were also discussed and documented, to ensure timely and smooth installation.

In September 2011, installation of the plant started. An experienced BMA site supervisor was available all the time to provide professional support for the local partner also at this phase of the project. On 15 February 2012, the extraction plant could be handed over "ready for operation" to the Aksaray sugar factory as scheduled.

*Guido Neugebauer*



*Local manufacturer's  
workshop*



*Equipment arriving at the site  
in Aksaray*