

Yapi Merkezi signed 6.4 million USD deal with PALFINGER SANY Mobile Cranes

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- PALFINGER SANY Mobile Cranes delivers construction equipment for railway project in Ethiopia
- Contract signed with construction company Yapi Merkezi in Istanbul, on 8th of November 2014
- New railway line will connect northern Ethiopia with central regions
- PALFINGER SANY Mobile Cranes succeeds in expanding it's markets

PALFINGER SANY Mobile Cranes has won the bid to deliver construction equipment for the Ethiopian new railway project, the Awash-Weldia railway line. The order amounting to 6.4 million USD was awarded by Turkish construction company Yapi Merkezi, which is delivering the design and construction of the railway project.

On 8th of November 2014 the Turkish construction company Yapi Merkezi signed a 6.4 million USD contract with PALFINGER SANY Mobile Cranes in Istanbul. After a very detailed selection process PALFINGER SANY Mobile Cranes won the tender for delivering construction equipment for the new railway project in Ethiopia. Many other companies were also interested in the deal, but PALFINGER SANY Mobile Cranes high-quality products came out on top, after a negotiation process by providing the most attractive offer.

The Awash-Weldia project is a new railway line, being constructed between the Ethiopian towns Awash and Weldia. This is part of an investment programme by Ethiopian Railway Corporation (ERC) connecting northern Ethiopia with central regions. The aim of the project is to extend the countries railway network for that promising independent African country and further driving economic growth. Yapi Merkezi has won the bid to construct Ethiopians 389 kilometres Awash-Weldia railway line for 1.7 billion dollars, which is one part of the planned 2.400 kilometres overall ERC project, developing the countries railway infrastructure.

The construction company Yapi Merkezi has already realized many well-known national and international projects, before winning the tender for the Ethiopian railway project. For example the Dubai Metro Project,

which Yapi Merkezi has successfully completed, the Casablanca tramway or the Ankara-Konya high-speed railway, just to mention a few projects.

For realizing the Awash-Weldia railway project, Yapi Merkezi trusts in PALFINGER SANY Mobile Cranes' reliable construction machinery. PALFINGER SANY Truck Cranes and PALFINGER SANY Rough Terrain Cranes will be used for that major project as well as SANY PALFINGER Knuckle-Boom Cranes, SANY Concrete Pumps and SANY Concrete Mixer Trucks. A great advantage for Yapi Merkezi in the whole purchase process was the possibility of buying all the needed equipment from PALFINGER SANY without dealing with the different manufacturing parties involved. With this one-stop-shop approach PALFINGER SANY wants to keep the complexity of such tenders as simple as possible for the customer.

„We are very proud to be selected to supply Yapi Merkezi with our products for this important railway project of the Ethiopian infrastructure investment programme. Yapi Merkezi is one of the world's leading transportation infrastructure companies with a vast experience in railway systems. We are very proud to work with Yapi Merkezi and to expand our markets once more,” Michael Gruböck, Managing Director of PALFINGER SANY Int. Mobile Cranes Sales GmbH, said.

Picture from left to right: Yan Zhang (Project Manager – PALFINGER SANY Int. Mobile Cranes Sales GmbH), Ibrahim KERESTECI (Machinery Operation Manager – Yapi Merkezi), Michael Gruböck (Managing Director - PALFINGER SANY Int. Mobile Cranes Sales GmbH), Mehmet BALYAŞ (Head of Purchasing – Yapi Merkezi), Herbert Ortner (PALFINGER AG – CEO), Metin DEGER (Machinery Manager – Yapi Merkezi), Taşkın TAŞ (Machinery Supervisor – Yapi Merkezi), Ersavas Güdül (Regional Business Development Manager)

Source: Palfinger