

Turkey

Kaltun Mining is Investing for Further Market Expansion

Kaltun Mining/TR started its activities in the early 1960s. At the beginning Kaltun supplied raw materials to some domestic glass factories and to the Turkish ceramics industry. The Kaltun Group has grown with its unique dynamism, product and production quality and of course professional staff year by year. Today, with approximately 850 employees, it has become a global leading company supplying to ceramic tile, glass, composite stone and paint industries. Fikret Bayraktar (FB) gave some insights to the Kaltun business activities.



Fig. 1 Kaltun Mining Headquarters in Aydin/TR



Fig. 2 Feldspar extraction in the open quarry

cfi: Kaltun is serving with feldspars, and quartz the ceramic, glass, plastic and paint industry. What is the share sold to the ceramic industry and which special qualities are supplied to this sector?

FB: Kaltun is the one of the biggest sodium feldspar producer in the world as you said at the beginning, about 80 % of our total sales is going to ceramic sector. We can supply our products for ceramic body as well as glaze and frits.

cfi: How is the split within the ceramic user segments – do some customers ask for individual specifications and can you provide those specialities?

FB: Most of it is for tiles production and some small quantity to sanitaryware, porcelain tableware. We are proud of being able to manufacture tailor made products according to the customers' requests

cfi: Are you running special beneficiation processes to tailor the materials from the mines to the needs of the ceramic industry?

FB: Yes, we do that, also we have many different types of enrichment process, we also use these processes to make correct products to our customer's needs.

cfi: Kaltun Group invests in the raw material business further. Which installations will go on stream in the next few months?

FB: Our studies on clay and metal is ongoing and we aim to be in the market as soon as possible. Also, we have some special project about quartz and silica sand for our current market like glass industry and for alternative industries. We believe



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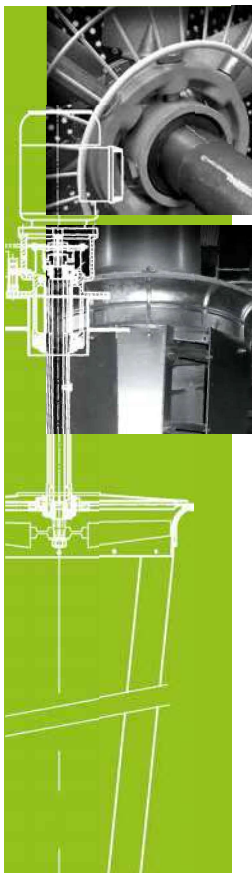


Fig. 3 Crushing units



Fig. 4 Feldspar processing

(Figs.: Kaltun)



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we will be able to launch these new products into market very soon.

cfi: What is at present the geographical market coverage for raw materials from Kaltun and specifically for the ceramic industry?

FB: We have sales to all continents. Ceramic industry mostly concentrated in Italy, Spain and Russia, we have logistic advantages for these countries which they are very close to our sources, this gives advantage to our products on cost base.

cfi: Which markets will get more importance in future?

FB: We expect Russia and Far East will have more importance. Especially China will have more importance related with our new product project.

cfi: How do you practice customer support regarding R&D?

FB: We are currently giving much importance to the R&D activities both for our current customers as well as the new segments we are not active yet. We are now building a new R&D Centre which will be operative at the mid of 2019.

cfi: Do you offer special logistic solutions to customers to make transport issues easy for them?

FB: Yes, actually we use all solutions that logistic sector has; We serve from door-to-door to our customers with the help of our several warehouses, we use all transport ways like general cargo vessels, silo and/or tipper trucks, railway, river type vessels/barges, we use containers for bagged or bulk products.

cfi: Thank you for talking to us. KS