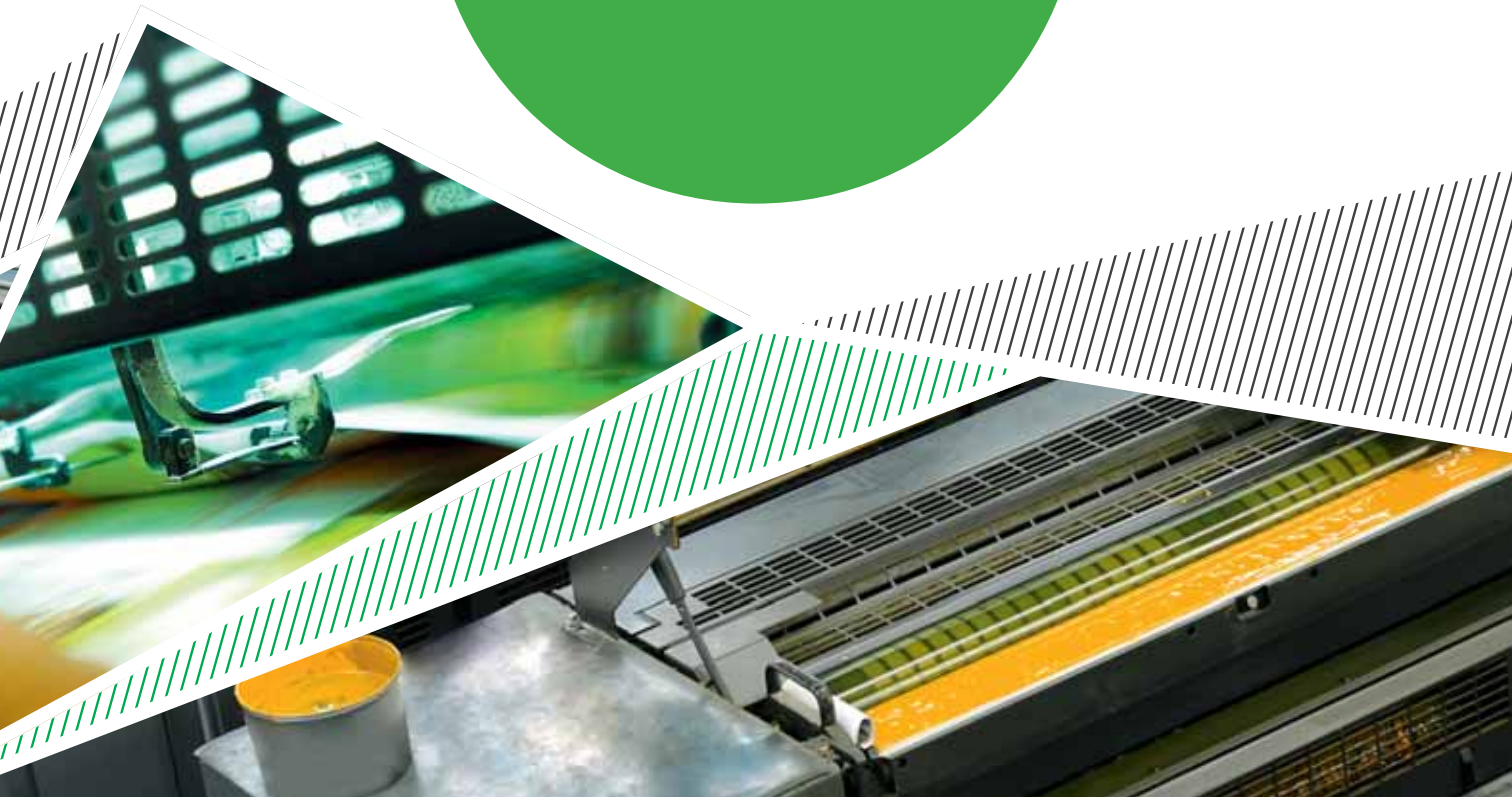


THE LEADERS  
IN MACHINE TRADE

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Since 1983





Salim Yavas  
General Manager



## WE ONLY SELL WHAT WE OWN

With this motto, the Istanbul based family enterprise of Intermak has successfully conducted business for over 30 years. Optimum investment solutions create a unique trust base for customers from all over the world.

Since ancient times, Istanbul has been an interface for trade between the north, south, east and west. Since the liberalization of the markets in the 1980's, Istanbul remains one of the top 50 rapidly growing cities of the world. Hence, this metropolis is the ideal commercial hub for the Intermak enterprise. In its early years, the company worked under its founder Azem Yavas. Our main focus at that time was machines for the textile industry of Turkey.

In the course of our growth, the activities of the company on other industrial avenues and services were expanded to include the

production, industry outside of Turkey, and in particular Europe.

Soon afterwards, Intermak became one of the leading companies in the area of used graphic machinery, textile cleaning machines, and used machines for the textile industry.

In 1997 Azem Yavas handed over the company to the next generation: Salim Yavas who leads the business and Semra Yavas who operates as the Sales Manager. Today, Intermak acts worldwide and is a leading company in its market segment.





## 2ND HAND – 1ST CLASS

As a responsibility, we return the trust you put in us.

Intermak sells many types of machines which are used for the manufacture of printed products. The machines are bought mainly in Germany, Switzerland and Belgium. After a thorough check and overhaul, they are offered to our clientele.

Of course you will find machines from the large manufacturers like Heidelberg or MAN Roland at Intermak, but also special machines from niche providers.

At Intermak we understand that the acquisition of Printing and Bookbinding machines is always a big investment in the future. We are aware that your investment also represents a vote of confidence in Intermak.

Therefore, we use our commercial, technical and logistical expertise to meet your needs as quickly and efficiently as possible.



At Intermak, we want to insure your expectations, needs and demands are completely fulfilled in a timely manner.

Intermak maintains a well supplied spare parts store. This guarantees a quick and smooth spare parts supply for our customers. A competitive advantage in doing business with Intermak is that we acquire machines prior to selling them. This insures you are only buying machines from the owner and not a broker.

Additionally, we remove the machine from the sellers location and, transport, set-up, and train your staff on the machines operation. We also will take over the technical support for your machine.

In summary, our vast experience along with our quality service makes us your first choice for Graphic Machines in Turkey, Europe, the Middle East, Asia, as well as the American and African continents.



CONTINUOUS  
GROWTH  
BASED ON FAIR  
COOPERATIVE  
RELATIONSHIPS

Our Company has grown hand in hand with our customers because we first helped them grow and achieve their goals with the right machines.

Our goal is designed to contribute to the development of our market segment while we continuously adapt ourselves to the changing market conditions and adapt to the changes in technology. At the same time, we understand we need to be competitive in price

and insure that we are able to deliver the expected quality to our respected customers. Our basic operational principle is to correspond accurately to your demands by combining our industry experience and competence and the trust of a fair business relationship.



# INTERMAK - A GROWTH HISTORY

At the beginning of the company's history, our revenues were generated with many small machines. Since the 2000s the trend goes to less, but bigger machines instead.

**1983**

**Enterprise**  
Foundation of Intermak  
by Azem Yavas

**Sales development**  
250.000 EUR

**Number of machines**  
5

**1990**

**Enterprise**  
It is getting better steadily – eight  
times the turnover in 7 years.

**Sales development**  
2.000.000 EUR

**Number of machines**  
350

**2000**

**Enterprise**  
Three years after handing over the  
company to Azem Yavas' children,  
the enterprise shines brightly.

**Sales development**  
9.000.000 EUR

**Number of machines**  
290

**2015**

**Enterprise**  
Intermak is an internationally  
approved partner in the used  
graphic machinery segment.

**Sales development**  
22.000.000 EUR

**Number of machines**  
60



GREY IS ALL THEORY,  
GREEN IS THE TREE OF LIFE!



WEB  
OFFSET

SHEETFED  
OFFSET

PREPRESS

LABEL  
MACHINERY

POSTPRESS

LETTER-  
PRESS

EVERYTHING FOR  
THE GRAPHIC  
INDUSTRY.







Semra Yavas  
Sales Manager

## CONSCIENTIOUSLY, COMPETENTLY, RELIABLY – SUMMING IT ALL UP

The profound knowledge of the sales and procurement markets is of vital meaning in the trade of machines. To know whether there is a potential buyer for an offered machine in advance, is an advantage which is only feasible with extended and functioning networks. Intermak maintains these networks of information worldwide.

If a machine is offered to us on short notice, we are able to decide, with the help of the machine data, whether it is interesting for our market. If the machine fits our needs, an on site inspection takes place.

There, a sales contract is concluded and a deposit made. By doing this, we protect the machines for Intermak and our customers. With the dismantling and the removal, we make the final payment on the machine.

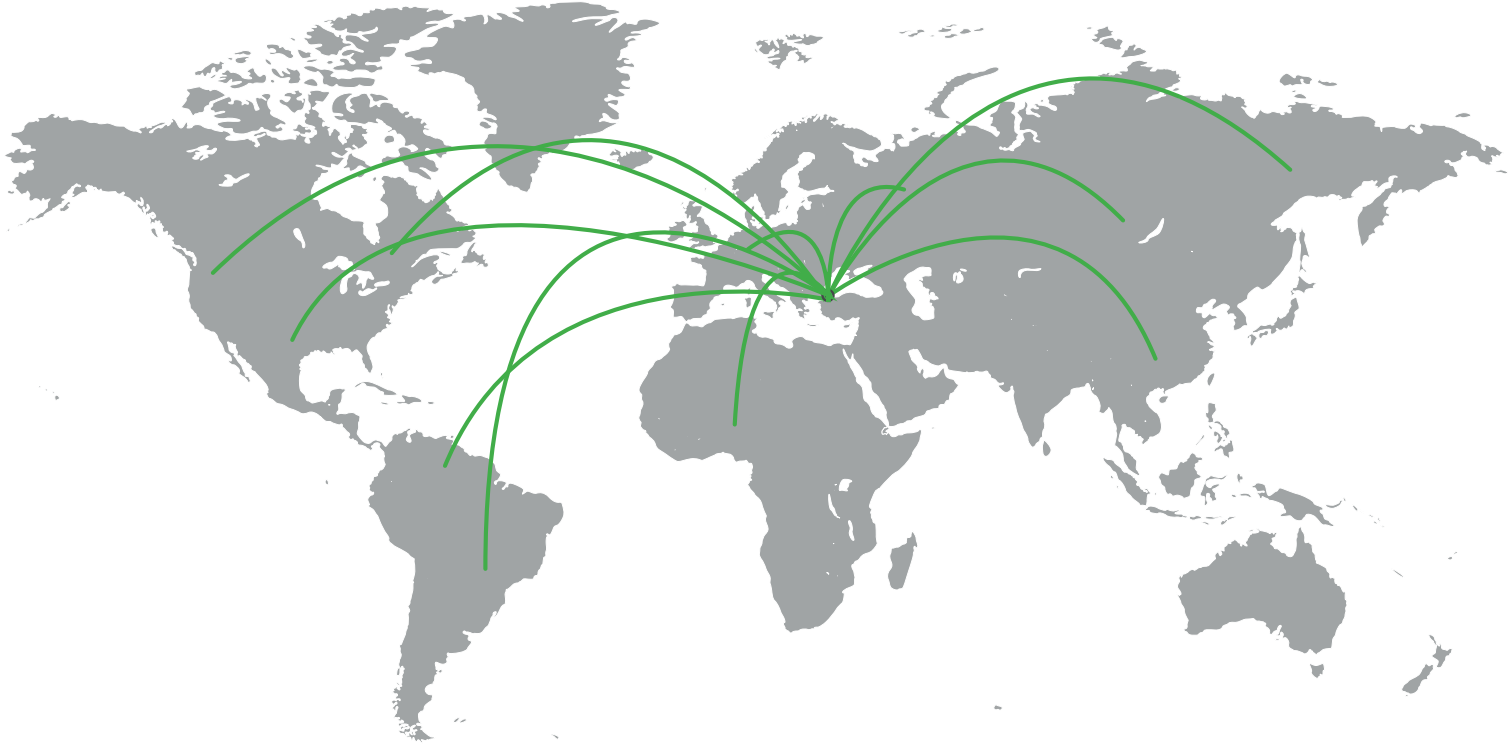
Ideally the machine is already resold at that time, delivered directly to the customer and is rebuilt. If this is not the case, we store the machine on one of the Intermaks own facilities and carry out necessary overhaul work if needed.





# FROM ISTANBUL INTO THE WORLD

Reliably, Rapidly, Trustworthy



With a total of 12 employees including management, six of them in the technical area, Intermak sells 100 machines per year. Up to now, the biggest transacted trade had a volume of 1.5 million euros. The company maintains storage capacities of about 6000 m<sup>2</sup> in Turkey and abroad. Australia is the furthest destination to which we have delivered a machine.

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With invite you to visit us in Istanbul and would take great pleasure in showing you our company.  
We promise: you will not regret it!





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