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FATİH KALEM SAN.TİC.A.Ş.

www.fatihkalem.com.tr

Company Introduction

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Fatih Kalem is a manufacturer, trader and exporter company and does direct business with chain stores, wholesalers locally in Turkey and all around the World.

Fatih Kalem company is founded app. 40 years ago and its head office is in İstanbul / Turkey. Its wood items (pencils, color pencils etc) factory is in Denizli and app. 10.000 sqm. It has more than 250 workers. Second factory is located in Istanbul (it manufactures water colors, oil pastels, wax crayons, rulers etc.) and have more than 50 workers.

The main export markets are Europe, Middle East, Russia, Iran, Africa.

Fatih Kalem's main customers are BIC (SPAIN), OTTO'S (SWITZERLAND), OFFICE IMPEX-SAMSON (RUSSIA), DACO (ROMANIA), METRO, TESCO KIPA, MIGROS, BIM, ŞOK, TEDI, OZDILEK, CETINKAYA and similar chain stores locally in Turkey and other local chains and wholesalers from all around World like Germany, Spain, Greece, Bulgaria, Egypt, Iran, Rumania, Malta, Albania, Macedonia, Jordan, Qatar, Kenya, Dubai, Lebanon, Libya, Russia, Azerbaijan etc.

We export our goods to app. 40 countries all around the world.

Its main category product ranges are generally named stationery items. Wooden pencils, color pencils, crayons, oil pastels, water colors, tempera colors, acrylic colors, erasers, finger paints, play doughs, rulers, templates, glues etc.

E-catalogue link: <https://www.fatihkalem.com.tr/wp-content/uploads/Fatih%20Kalem%20Katalog.pdf>

Company Information

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Company name: Fatih Kalem San.Tic.A.Ş.

Established in: 1980

Location: Head Office – İstanbul / Factory 1 – Denizli / Factory 2 - Istanbul

Company size:

No. of production lines: 5

No. of workers: in all facilities more than 300

No. of admin.: 10

Monthly capacity (pcs): 20.000.000 pcs pencils / color pencils per month

Average monthly capacity (containers): 6 x 40ft

Export markets: Europe,Middle East,Russia,America,Africa

Major products: Wooden pencils,color pencils,crayons,etc.

Sales Turnover

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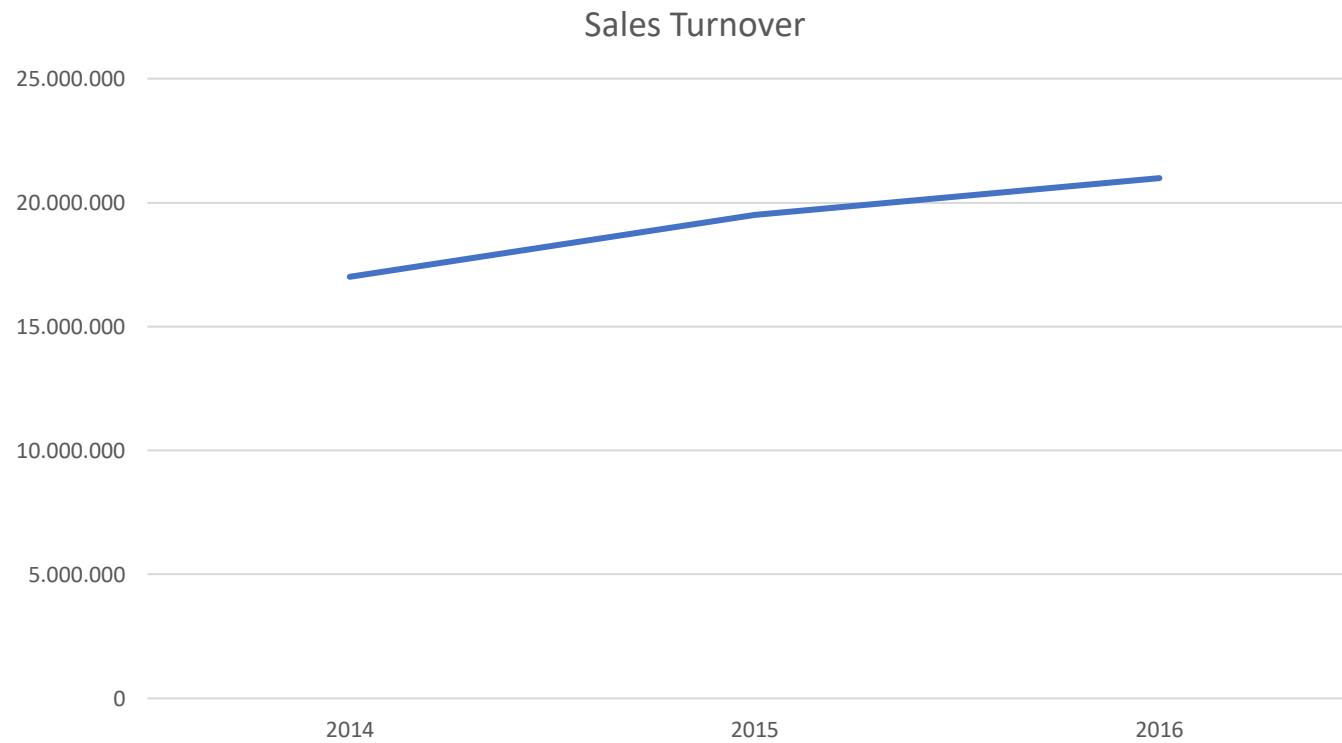
Turnover

2017: 17 mio. USD

2018: 19,5 mio. USD

2019: 21 mio. USD

	Sales Turnover
2017	17.000.000
2018	19.500.000
2019	21.000.000



Certificates

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Intertek INTERTEK TESTS FOR ALL THE PRODUCTS



its in progress



FSC CERTIFICATE



Workshop & Production

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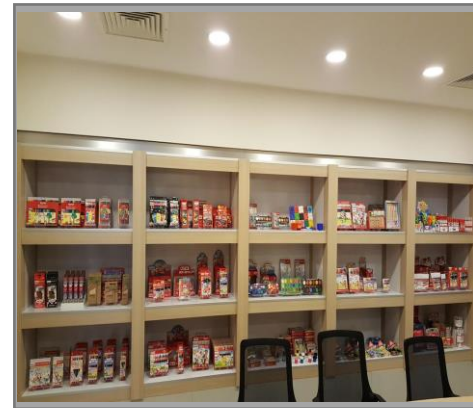
Factory Outlook (Denizli)



Showroom (İstanbul-İstoç)



Showroom (İstanbul-İstoç)



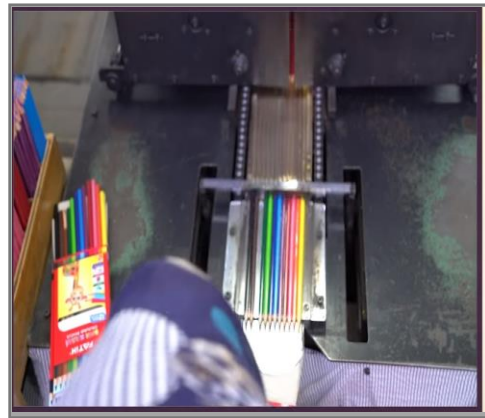
İstanbul Factory-Çatalca



Raw material warehouse



Finished product area



Packing area



Production Area



Other fty insights

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- **Factory is planting his own trees for woods, and is one of the few companies all around the World who makes his own slats.**
- **All the wood based products like pencils, color pencils etc. have been produced in Denizli factory**
- **All other goods like water colors,oil pastels,paints,rulers,templates etc have been produced in Istanbul factory**
- **All the cartons have all necessary descriptions about the goods inside also volume and weight info**
- **Company is one of the biggest supplier and manufacturer of stationeries in Turkey**
- **We supply graphites for our pencils from abroad.**

Customer & Products

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BİM



OUR BRANDS

MİGROS



Market and Industry information

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- The competition is no problem in local market and abroad. The factory is one of the biggest manufacturer. Abroad we can also compete very well with other competitors with our quality / price ratio.

- Own slats:



- Own woods:



- Attractive products:



Traffic

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**ISTANBUL HEAD OFFICE:
20 MINUTES FROM THE
AIRPORT**

**ISTANBUL FACTORY: 15
MINUTES FROM THE AIRPORT**

**ISTANBUL WAREHOUSE: 1
HOUR FROM THE AIRPORT**

**DENİZLİ FACTORY: 40
MINUTES FROM THE
AIRPORT**

