



busworld turkey

LOOKS FULL OF PROMISE

Busworld and its local partner in Istanbul, HKF Trade Fairs, is busy preparing for Busworld Turkey 2014. As usual, it will be held in the Istanbul Expo Center and will run from Thursday 24 to Sunday 27 April. The Expo Center is within very easy reach of Istanbul's Ataturk International Airport and is served by a metro station connecting to the city centre.



The low floor Karsan Jest minibus.

At the time of writing, 192 exhibitors have signed to attend. Naturally, the extensive Turkish industry is well represented, but there are exhibitors from around 20 other countries. Istanbul is a major regional trade and travel hub.

Two years ago, Busworld Turkey attracted almost 12,000 visitors and we expect at least the same number this year. The Turkish econ-

omy has fared better than most and that has been reflected in record sales of buses and coaches in 2013.

According to OSD, the Turkish trade association that represents the manufacturers, sales of midbuses rose from 3,084 in 2012 to 3,959 in 2013. The definition of a midibus in Turkey is 7-9 metres long with 25-35 passenger ca-

capacity. Sales of larger buses and coaches reached a record of 4,027 units in 2013, a rise of 67% compared with 2,410 in 2012!

Much of this dramatic rise was due to heavy investment in city buses. Compared with Western Europe, rail-based public transport, even in the major cities, is quite limited. Therefore, there is very heavy dependence on bus serv-

ices. The authorities have been keen to modernise and expand their bus fleets, partly to encourage people out of cars and to reduce congestion, an increasingly serious problem that quickly becomes obvious to any visitor to Istanbul.

The city has the largest Bus Rapid Transit system in Europe. Dedicated bus-only routes run along the centres of some of the main highways, separated from other traffic by substantial barriers. They serve stations that passengers reach from overhead bridges. Many of the stations are served by smaller buses, offering passengers seamless travel from the city centre to their own suburbs.

The coach market has also remained strong. The rail network is sparse, and although there

is increasing competition from low-cost airlines, much of Turkey relies heavily on coaches for intercity travel.

If you have time to spare in Istanbul, a visit to the Otogar, the coach station, will give you proof of the importance of coach travel. It is a massive structure, on three levels, with a metro station on the middle level.

Coaches are also important to serve the tourism industry, which is strongest in the south and west of the country.

Last year was also a record for bus and coach production in Turkey. According to OSD, Turkish manufacturers built 37,750 minibuses, 5,197 midbuses and a record 8,345 larger buses and coaches. The total production was

51,292 units. In fact, total production since 2010 has risen by more than 25% per annum!

It is not just vehicle manufacturers who have successfully geared up for this strong growth. They are supported by high quality suppliers of a very wide range of components such as air conditioning, doors, seats, interior trim, locks and handles, lighting, and all the other many parts that make a bus or coach.

Many of them are attending Busworld Turkey, taking the opportunity to meet national and international buyers.

At the end of each day, there is time to relax and enjoy Istanbul. It is a wonderful cosmopolitan city with many excellent restaurants and a lively night life.



A Mercedes-Benz Capacity BRT vehicle for Istanbul.



The Tourismo K might make its debut in Turkey.



Midicoaches like the Otokar Navigo are popular in Turkey.



The Mercedes-Benz Travego is a popular express coach in Turkey.

BUSWORLD ACADEMY SEMINAR

The Busworld Academy was launched in October last year and its members now include industry experts on a wide variety of topics.

During Busworld Turkey, on 25 April, there will be a seminar about fire safety. Although the bus and coach industry has an incredibly good safety record, it cannot be complacent. Prevention is always better than cure!

It is noticeable that manufacturers have introduced many electronic systems to make travel as safe as possible, such as ABS, Electronic Stability Control, Lane Guard Warning Systems, Brake Assist, Downhill Speed Limiter systems, and so on, on a voluntary basis and ahead of requirement in legislation. Awareness of safety is of paramount importance. On the very rare occasions that a fire occurs on a bus or coach, it is usually in the engine compartment. The first priority is to evacuate all the passengers as quickly as possible to a safe distance.



The Academy speakers at this Conference have vast experience which they will share with delegates. They will give advice on how to minimise the risk of a fire, how to train drivers and others to advise passengers of emergency procedures, and what to do in the rare event of a fire.

mercedes-benz

EXPANDS AGAIN

Time flies! It is hard to believe that it is nearly 20 years ago that Mercedes-Benz moved its bus manufacturing from an industrial area in Istanbul to a new facility at Hosdere, in open countryside to the west of the city. Nowadays, the city has almost reached Hosdere!

The factory expanded in stages, but is now fully completed and handles the entire production process for a range of buses and coaches. Structures are protected against corrosion by full immersion in tanks of chemicals. Holes are drilled in the pillars and the structures are gently agitated in the tanks so that chemicals completely cover the insides of the steel tubes that make up the structure.

After that, the structures are heated and dried in large ovens, so that there is a hard and permanent protection against corrosion.



The popular Conecto articulated city bus.

At one time, partially built vehicles were moved around on large platforms that hovered just above the factory floor, but in recent years the

system has been changed to more conventional lines. The entire product range – there is no segregation between city buses and luxury coaches is built on these lines.



Production of Euro 6 Turismo coaches is well underway.

Vehicles for the Turkish market are fitted with Euro 5 engines. Those for countries in the European Union now have Euro 6 units. There is the further complication that some of the factory's other markets require engines with earlier emission limits. That all requires a very sophisticated logistics system to ensure that the correct parts arrive on the lines just before they are needed for installation.

Late last year, Hosdere started to build the first Setra MultiClass interurban models. They are known as the Business range and are promoted to price-conscious customers who still want Setra standards.

Last year, for the first time, Hosdere built just over 4,000 vehicles of which 2,861 were exported. Further investment has seen the overall capacity of the plant raised to 4,700 per annum.



Inside the impressive Hosdere factory.



Hosdere is building the Business version of the Setra MultiClass.

KARSAN ADDS NEW MODELS

Karsan is one of the oldest vehicle manufacturers in Turkey, founded in 1966. About fifteen years ago, they present owners invested in an impressive new factory in Akçalar, near the automotive city of Bursa. The plant specialises in the assembly of a wide range of commercial vehicles on behalf of several manufacturers. One of the longest running models has been a popular minibus based on a Peugeot design.

In 2010, Karsan signed an agreement with BredaMenaribus of Italy to build that company's full range of city buses, including ar-



The CXL low floor midibus by Karsan.



An articulated bus for Istanbul by Karsan.

ticated. They are available with diesel or CNG engines and a full low floor layout. In 2013, Karsan won orders to supply IETT of Istanbul with 490 of these buses, a mixture of 12-metre models with CNG engines and articulated buses with diesel engines. This contract included the installation by Karsan of Europe's second largest CNG filling station. At Busworld Kortrijk last October, Karsan launched three new models. The Jest was a 6-metre low floor minibus. The other two models were ingeniously designed with a large

amount of commonality in their structures. One was a low entry midibus, and the other a multi-purpose midicoach with a higher level floor and a large underfloor luggage compartment, utilising the same low floor structure as a platform. Both models had FPT engines mounted at the rear.

At that time, Karsan expected all its new models to go into volume production early this year, so it will be interesting to see any developments and Busworld Turkey.

OTOKAR HAD A RECORD YEAR

Otokar celebrated its 50th anniversary last year and was one of the founding companies of the Turkish automotive industry. Last year, in its modern factory at Sakarya, Otokar built more than 3,900 buses and coaches of all sizes.

For many years, most of the output was of sturdy midibuses and midicoaches, but the company has expanded its range considerably

in the last few years. Rather confusingly, some models have one name for the Turkish market and another for export. For example, the Sultan midicoach is known as the Navigo in other markets. The range of larger vehicles has the Doruk name in Turkey, but Vectio elsewhere. By 2007, Otokar had built its first low entry midibus and also developed a hybrid prototype. Another new vehicle was the little 5.9-litre long M-3000 low floor minibus. These have become popular on feeder services in old, narrow and congested city centres. Many manufacturers choose Busworld to launch new models, and Otokar was no excep-



One of the large fleet of Kent buses in Istanbul.



Otokar has delivered its first Euro 6 midibuses to Germany

tion. It was in October 2009 that the full size Kent low floor city bus first appeared. IETT, Istanbul, was among the first customers, then placed an order for 750 Kent buses at the start of 2013. Like other contracts awarded by IETT, it included an obligation to supply spare parts, maintenance and support for five years.

It is impressive how Otokar, and some of the other manufacturers, can adapt to these very large orders. In Otokar's case, they have a highly skilled workforce capable of working on any of the models made in the plant. All their bus and coach structures are built in galvanised steel to project them against corrosion. The factory in Sakarya also has research and test facilities that meet the highest international standards.

Towards the end of last year, Otokar said that an articulated version of the Kent was in development. Will that be one of the surprises at Busworld Turkey?

ISUZU EXPANDS ITS RANGE

One of the loyal supporters of Busworld events in Kortrijk and Istanbul is Anadolu Isuzu. At one time, the company was best known for its range of midibuses and midicoaches that are very popular in Turkey and neighbouring countries. They form the backbone of rural bus services and they are also popular for private hire with smaller groups of people.

In recent years, Isuzu has introduced new models in the bus sector, including the Citibus with much of the floor only one step above the ground.



The Turquoise midicoach is very popular.

At Busworld Kortrijk last October, Isuzu introduced a new and larger midicoach, the Visigo, with an engine meeting Euro 5 and EEV emission standards. It can be offered with the option of a Cummins engine in Euro 6 markets. At that time, Isuzu said that its next development would be a full size low floor city bus.



Isuzu promoted its Citibus in Moscow last autumn.

TURKISH YOUNGSTER GROWING FAST

In the autumn of 2010, a group of experienced industry executives established TCV (Turkish Commercial Vehicles) in the capital, Ankara. They worked closely with Bozankaya, a major supplier of fuel structures for bus and coach bodywork.

Although the original plan had been to develop modular electric buses, TCV built two

prototype low floor diesel midibuses and launched them at Busworld Turkey two years ago. Many were impressed by the style and standard of finish of the vehicles built by the team. They soon developed a full size 12-metre model, known as the Karat, available with either diesel or CNG engines. They have since been supplied to a number of cities, including Istanbul.

At the beginning of this year, Bozankaya won an order to build 10 double-articulated "Tram Buses" for operation in the central Turkish city of Malatya. They will have capacity for 58 and seated and 164 standing passengers with trac-

KPMG REPORT

The Turkish office of KPMG has produced a fascinating report which can be downloaded free from the OSD website, ie www.osd.org.tr

"The Journey of the Turkish Automotive Sector into the Future" covers all aspects of the automotive industry and looks ahead to 2017 and beyond.

The authors said in their Preface: "The automotive sector is one of the most important sectors in Turkey. It is the number one export sector for the last seven consecutive years and provides total employment for 400,000 people. The sector is also expected to be one of the pioneers in the 2023 Strategic Plan foreseen for the hundredth anniversary of the Turkish Republic. The journey of the sector is followed closely in Turkey and is one of the most popular issues on the agenda."

B2B at Busworld

For the first time at Busworld there will be a B2B online meeting system. Exhibitors and visitors will be given information when they arrive at Busworld and will be able to arrange face to face meetings throughout the four days of Busworld.



The launch of TCV and its products at Busworld in 2012.

tion motors on the second and third axles. So far, only an artist's impression and a promotional video have been released, we will surely learn more about this interesting project at Busworld Turkey.



The finishing area at TCV in Ankara.

WHY GAS BUSES ARE POPULAR

The use of compressed natural gas as a fuel is one topic that inevitably creates debate in the bus industry. There are those who argue that gas has lower emissions than even the latest Euro 6 diesel engines and that gas engines run more smoothly. Though consumption of gas per kilometre is higher than diesel, it is usually taxed at much lower rate, therefore the higher initial price of a gas bus, compared with a standard diesel, is more than recovered in whole life operating costs.

On the other side, there are those who point to the weight of the gas tanks and the complexity of the refuelling facilities. There is also the more recent argument that the efficiency of a gas engine is around 30%, whereas the efficiency of gas converted into electricity to power a hybrid or all-electric buses is around 60%.

In Turkey, there is a totally different reasons for using compressed natural gas. There are pipelines which cross the country from gas fields in neighbouring countries in the north east to Mediterranean ports for shipment. Turkey receives transit payments in the form of gas. While there is strong demand for gas for



Isuzu can offer a CNG version of its Citibus.

heating in the winter, city buses can use the fuel all year round.

The largest fleet of CNG-fuelled buses is in the capital, Ankara. Most of the main manufacturers can offer the option of CNG and fleets of these buses can be found in several other Turkish cities, including Istanbul.

So far, there have been two or three hybrid bus projects in Turkey, but they have not got past the pre-production stage. Otokar showed an all-electric midibus at Busworld Turkey in 2012, but that project is probably still in development.

The Turkish manufacturing industry is dynamic and progressive. There may well be some surprises at Busworld Turkey.



A Karsan CNG bus for the city of Konya.

BYD LEADS THE ALL-ELECTRIC CHARGE

The Chinese manufacturer of all-electric vehicles, BYD, will be attending Busworld Turkey. The company has delivered several full size all-electric buses to customers in Europe and recently secured major orders to supply 1,200 to Dalian and 600 to Nanching, both in China.

BYD vehicles are operating in a variety of climatic and traffic situations in Europe. It will be interesting to see how they cope with winter climates in Northern Europe, where buses require substantial heating.

They are also on trial with Transport for London where drivers have found interesting comparisons compared with standard diesel buses. When accelerating, maximum power comes in almost immediately, so it requires quite a delicate touch with the right foot. When the vehicles slow down, electrical energy is recuperated and returned to the batteries.



A BYD all-electric bus in London.

TURKISH VISA CHANGES

Those of you who have visited Turkey before will remember the procedure of paying for a visa before passing immigration control. That has changed. Visas must be obtained on-line before departure, with payment made by a debit or credit card. There are full details on the Busworld website of the countries whose citizens require a visa before entry and the procedure and forms for obtaining a visa.

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