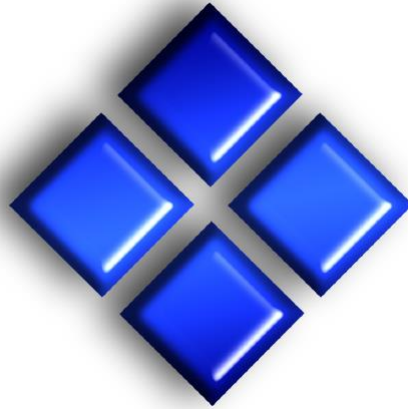


WELCOME TO  
WELCOME TO



# PALKOS

*Trading with Integrity*



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**Solution Partner**



# Welcome to Palkos



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# Welcome to Palkos

- **Fast Growing Trading and Distribution Company.**
- **Trades in a Range of Commodity and Specialty Chemicals.**
- **Trades in a Range of Machineries**



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# Welcome to Palkos

## Why Palkos Located in Qingdao

- ▶ **The Port of Qingdao is a seaport on the yellow sea. It is one of the ten busiest ports in the world.**
- ▶ **The leading industries of the city include textiles, railway equipment, rubber goods, fertilizers, and chemicals.**
- ▶ **Neighbour cities of Qingdao ( Weifang, Zibo , Yantai, Weihai, Jiaozhou ..) , which are famous for the best chemicals, machineries, tools, dies etc., industry related to plastic .**



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# Welcome to Palkos

## AREAS OF INTERESTS

- ◆ Petrochemicals
- ◆ Rubber and Plastic
- ◆ Textile and Leather
- ◆ Detergent and Cosmetics
- ◆ Construction
- ◆ Packaging
- ◆ Wood



# Welcome to Palkos

## Our international and domestic trading strategies:

- **To build mutually beneficial, enjoyable and long lasting relationships with the senior trading people of major global chemical producers and consumers in the markets.**
- **To raise the awareness of PALKOS brand on a global platform, among its peers and selected trade financiers.**



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Examples of some of our marketing activities;

- ★ Ensuring personal sales service to ensure that the whole deal is an enjoyable, smooth transaction for all the stakeholders from generating chemical purchase and sales orders, through the provision of accurate and timely documentation and good communication between suppliers, hauliers, inspectors, customs officials, storage locations, financiers and customers.
- ★ Timely documentation and good communication between suppliers, hauliers, inspectors, customs officials, storage locations, financiers and customers.



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Examples of some of our marketing activities;

- ➔ Ensuring that we employ the right team of multi-lingual people trained in the mechanism of the export business and focused on providing a good contact experience.
- ➔ Developing and furthering relationships through personal contact: site visits, telephone, e-mail, conference attendance.
- ➔ Speaking on the platform at conferences.



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# Who We Are?

- ▶ Palkos Trading established in 2010, in order to meet the demands of raw materials of the Plastic Industry.
- ▶ In addition to plastic industry, Palkos began to serve different products;
  - Machineries,
  - Electronics,
  - Tools, Dies
  - Accessories and so on...

to customers from different countries.



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# Who We Are?

- **Main market was Turkey,**
- **Successful business opened doors to other markets;**
  - Iran,
  - Iraq,
  - Azerbaijan,
  - Russia,
  - Ukraine,
  - India.



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# Who We Are?

**Our mission is to undertake mutually beneficial relationships with our trading partners to create long lasting, profitable businesses that people enjoy working with and are attracted to.**



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# Who We Are?

We source and market our products across global markets, including;

- China,
- European Union,
- United States of America,
- Russia,
- India,
- Korea,
- Taiwan
- Middle East,
- Ukraine,
- Iran,
- Central Asian Countries.



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# Our Team

- ❖ Palkos team members have over 5 years of experience in sourcing products and exporting from China, Taiwan and Korea.
- ❖ All our staffs speak over three languages;
  - Turkish,
  - English
  - German
  - French
  - Arabic
  - Mandarin
- ❖ Our foreign staffs, after effectively communicating with you, contact in person and negotiate in Chinese with the suppliers to achieve the best price versus quality ratio.



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# Our Team

- ❖ **Most Internet based China sourcing directories are full of “factory information” filled by English speaking agents who are not employees in factories. We make sure you are directly in touch with the factories.**
- ❖ **Once an order is placed, we provide a unique quality control procedure to ensure that the product delivered to you is as good as, or even better, than the one you ordered or the sample you approved**
- ❖ **We find reliable Chinese factories and not just some manufacturers found on a China sourcing directory on the Internet or agents met at a commodity fair on your short business trip to China**



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# Our Team

- ◆ China has their own unique business culture, given from their history and background, which has big differences from foreign culture (or western culture).  
With Palkos long experience in China, it would help the business communication between the two parties to make much easier.
- ◆ And finally, We are always there with you throughout the whole experience from your first inquiry to delivery of products.



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