

**BUYER-SIDE WORKING REFERENCE**

# Turkey Machinery & Equipment Manufacturer Due Diligence Checklist

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A practical buyer-side working reference for evaluating Turkish machinery and industrial-equipment manufacturers before supplier approval, purchase order, manufacturing, major payment, technical acceptance and shipment release.

For CEOs, company owners, founders, procurement teams, engineering buyers, operations directors, plant managers, project managers, importers and production managers sourcing machinery or industrial equipment from Turkey.

**RESEARCH CHECKED: AUGUST 2026**

This checklist does not replace qualified engineering, machinery-safety assessment, statutory conformity assessment, accredited testing or inspection, certification, legal advice, customs advice or the responsibilities of the manufacturer, importer, system integrator or other responsible economic operator.

# Why This Document Exists

A machinery manufacturer should not be approved simply because it operates a factory, manufactures similar equipment, presents CE-related documentation, provides attractive technical drawings or offers the lowest price.

## **Before significant commercial commitment, the buyer should be able to establish:**

1. what the machine is actually required to do;
2. which assumptions support the quoted output or capacity;
3. who is the legal commercial counterparty;
4. who actually designs, manufactures, assembles, integrates and tests the equipment;
5. which facility will manufacture the buyer's machine;
6. which processes or systems are subcontracted;
7. whether competing quotations describe genuinely comparable equipment;
8. which technical revision and component configuration are approved;
9. what evidence supports each material payment milestone;
10. whether supplier-reported production progress is real and identifiable;
11. what the equipment must demonstrate before acceptance;
12. which open issues block acceptance, payment or shipment;
13. whether the technical documentation corresponds to the actual machine;
14. what support remains available after the equipment leaves Turkey;
15. whether the accepted machine is physically ready for collection or shipment.

## Working Status

Every check carries a STATUS line (☐ PASS ☐ OPEN ☐ HOLD ☐ N/A) separate from its evidence state. STATUS records the buyer's working decision on that control; EVIDENCE STATE records the quality of the evidence behind it.

### **PASS**

The control is sufficiently addressed for the current project stage.

### **OPEN**

Clarification, evidence or action remains outstanding; track before the relevant gate.

### **HOLD**

A material issue prevents progression through the relevant commercial gate unless resolved or consciously accepted by the buyer.

### **N/A**

The control does not apply.

## Evidence State

Use one evidence state for each substantive control.

### **BP — Buyer-Provided**

Information or requirement originated from the buyer.

### **SD — Supplier-Declared**

The supplier has stated the position but it has not been independently checked.

### **IC — Independently Checked**

The relevant record, document or official source has been independently checked within the agreed scope.

### **FO — Field-Observed**

The relevant facility, machine, component, manufacturing stage, test or packing condition has been directly observed.

### **NP — Not Provided**

Requested information or evidence has not been provided.

### **N/A — Not Applicable**

The control does not apply to the machine, transaction, configuration or destination.

### **UR — Unresolved**

The available information does not allow the issue to be closed.

## IMPORTANT

**EVIDENCE STATE ≠ BUYER ACCEPTANCE** — a genuine document, factory photograph, production update or test record can still be commercially insufficient or irrelevant to the actual machine, revision, configuration or buyer requirement.

## Buyer Decision Outcome

Use at the relevant release gate:

**Ready for the next defined commercial step**

**Conditional — defined items remain open**

**Hold — do not progress through the relevant gate**

**Not advanced under the buyer's criteria**

# Project Control Record

Define the commercial and technical requirement before evaluating suppliers or quotations.  
Many later checks cannot be answered correctly without linking: **application + performance requirement + configuration + manufacturer + facility + revision + destination**

|                                       |  |
|---------------------------------------|--|
| Project / Buyer                       |  |
| Machine / Equipment                   |  |
| Intended Application                  |  |
| Product / Material Processed          |  |
| Required Output / Capacity            |  |
| Capacity Assumptions                  |  |
| Cycle Time Requirement                |  |
| Operating Hours / Duty Cycle          |  |
| Automation Level                      |  |
| Number of Units                       |  |
| Existing Line / Stand-Alone           |  |
| Upstream Interface                    |  |
| Downstream Interface                  |  |
| Available Electrical Supply           |  |
| Compressed Air                        |  |
| Water / Steam / Gas / Other Utilities |  |
| Site Environment                      |  |
| Footprint / Access Constraints        |  |
| Destination Country                   |  |
| Installation Site                     |  |
| Supplier Legal Name                   |  |
| Contracting Entity                    |  |
| Actual Machine Builder                |  |
| System Integrator if Different        |  |
| Manufacturing Facility                |  |

|                                  |                                |
|----------------------------------|--------------------------------|
| Key Subcontractors               |                                |
| Technical Specification Revision |                                |
| Drawing Revision                 |                                |
| Approved Component List Revision |                                |
| RFQ Revision                     |                                |
| Quotation Revision               |                                |
| PO / Contract Revision           |                                |
| Acceptance / FAT Required?       | <i>Yes / No / To Determine</i> |
| SAT Required?                    | <i>Yes / No / To Determine</i> |
| Target Production Completion     |                                |
| Target Acceptance Date           |                                |
| Target Shipment Date             |                                |
| Incoterm + Named Place           |                                |
| Payment Milestones               |                                |
| Destination Conformity Route     |                                |
| Buyer Technical Approver         |                                |
| Buyer Commercial Approver        |                                |

#### **CONTROL PRINCIPLE**

The requirement can be less detailed during manufacturer search than during final RFQ or production approval.

**SEARCH-READY ≠ RFQ-READY ≠ MANUFACTURING-READY**

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## Core Buyer Rules

|                                                                    |
|--------------------------------------------------------------------|
| <b>REGISTERED COMPANY ≠ CAPABLE MACHINE BUILDER</b>                |
| <b>COMMERCIAL SELLER ≠ ACTUAL MANUFACTURER / SYSTEM INTEGRATOR</b> |
| <b>CATALOGUE MODEL ≠ BUYER CONFIGURATION</b>                       |
| <b>QUOTED CAPACITY ≠ ACCEPTED PERFORMANCE</b>                      |
| <b>LOWEST PRICE ≠ COMPARABLE QUOTATION</b>                         |
| <b>SUPPLIER-REPORTED PROGRESS ≠ EVIDENCED PROGRESS</b>             |
| <b>PRODUCED ≠ TESTED ≠ ACCEPTED ≠ PACKED ≠ SHIPMENT-READY</b>      |
| <b>CE / CONFORMITY EVIDENCE ≠ BUYER TECHNICAL ACCEPTANCE</b>       |
| <b>A.TR ≠ PROOF OF TURKISH ORIGIN</b>                              |

## 1 Project Control & Requirement Definition

### 01 Define the intended application

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

|                            |                                                                                                                                                                                                                                           |
|----------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>CHECK</b>               | Describe what the machine must actually do in the buyer's operation. Record: <ul style="list-style-type: none"><li>• process</li><li>• input</li><li>• output</li><li>• operating context</li><li>• essential functional result</li></ul> |
| <b>WHY IT MATTERS</b>      | A generic machine name is rarely sufficient to assess manufacturing fit or compare technical offers.                                                                                                                                      |
| <b>EVIDENCE TO REQUEST</b> | Buyer requirement; process description; representative product/material data; existing-line information where relevant.                                                                                                                   |
| <b>RED FLAG</b>            | Supplier recommends a machine before understanding the actual application.                                                                                                                                                                |

### 02 Define the product, material or process condition

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

|                            |                                                                                                                                                                                                                                                                                                                    |
|----------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>CHECK</b>               | Record the relevant characteristics of what the machine will handle. Examples: <ul style="list-style-type: none"><li>• dimensions</li><li>• weight</li><li>• material</li><li>• temperature</li><li>• moisture</li><li>• viscosity</li><li>• hardness</li><li>• variability</li><li>• incoming condition</li></ul> |
| <b>WHY IT MATTERS</b>      | Machine performance can change materially with the product or process condition.                                                                                                                                                                                                                                   |
| <b>EVIDENCE TO REQUEST</b> | Product drawings, samples, specification, material properties or process parameters where relevant.                                                                                                                                                                                                                |
| <b>RED FLAG</b>            | Capacity is quoted without supplier confirmation of the actual material or product condition.                                                                                                                                                                                                                      |

### 03 Define required output and performance

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Record measurable requirements such as:

- units/hour
- kg/hour
- cycle time
- accuracy
- tolerance
- yield
- repeatability
- product quality
- uptime or another critical performance criterion

#### WHY IT MATTERS

“High capacity”, “fast”, “industrial” or “heavy duty” are not acceptance criteria.

#### EVIDENCE TO REQUEST

Controlled requirement with units and acceptable tolerance or operating range.

### 04 Record the assumptions behind capacity

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Establish the conditions under which quoted output is expected. Potential variables include:

- input size or quality
- operator count
- feed rate
- changeover
- downtime
- machine speed
- ambient conditions
- upstream/downstream availability
- product variation

#### WHY IT MATTERS

Two suppliers can quote the same headline capacity while assuming materially different operating conditions.

#### BUYER RULE

**CAPACITY WITHOUT OPERATING ASSUMPTIONS IS NOT A COMPARABLE PERFORMANCE COMMITMENT.**

## 05 Define utilities and operating environment

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

|                            |                                                                                                                                                                                                                                                                                                                                                                      |
|----------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>CHECK</b>               | Record available and required: <ul style="list-style-type: none"><li>• voltage</li><li>• frequency</li><li>• phase</li><li>• installed power</li><li>• compressed air</li><li>• water</li><li>• steam</li><li>• gas</li><li>• extraction</li><li>• drainage</li><li>• network connection</li><li>• ambient temperature</li><li>• dust/moisture environment</li></ul> |
| <b>WHY IT MATTERS</b>      | A machine can be technically suitable but impractical or expensive to install at the buyer's site.                                                                                                                                                                                                                                                                   |
| <b>EVIDENCE TO REQUEST</b> | Supplier utility schedule and buyer site information.                                                                                                                                                                                                                                                                                                                |
| <b>VERIFY</b>              | Supplier requirement ↔ actual site availability.                                                                                                                                                                                                                                                                                                                     |

## 06 Define physical and process interfaces

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

|                            |                                                                                                                                                                                                                                                                                                                                                 |
|----------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>CHECK</b>               | Record: <ul style="list-style-type: none"><li>• footprint</li><li>• working clearances</li><li>• service access</li><li>• loading/unloading direction</li><li>• foundation requirements</li><li>• floor loading</li><li>• upstream interface</li><li>• downstream interface</li><li>• connection heights</li><li>• maintenance access</li></ul> |
| <b>WHY IT MATTERS</b>      | A machine may meet its stand-alone performance target and still fail to integrate into the buyer's operation.                                                                                                                                                                                                                                   |
| <b>EVIDENCE TO REQUEST</b> | GA/layout; interface drawing; foundation data where relevant.                                                                                                                                                                                                                                                                                   |
| <b>RED FLAG</b>            | Interface dimensions remain "to be confirmed" after the buyer is asked to place the PO.                                                                                                                                                                                                                                                         |

## 07 Determine the requirement-maturity stage

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

- Classify the project as:
- Manufacturer-search stage
  - Technical RFQ stage
  - Final clarification / PO stage
  - Manufacturing-release stage

### WHY IT MATTERS

The amount of detail needed changes as commercial exposure increases.

### BUYER ACTION

Do not delay manufacturer mapping solely because every engineering detail is not yet complete. Do not release manufacturing while material engineering questions remain uncontrolled.

## 08 Establish the controlling requirement revision

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Give the active technical requirement a clear revision/date.

### WHY IT MATTERS

Supplier emails, drawings and quotations become difficult to control when nobody can establish which technical requirement is current.

### EVIDENCE TO REQUEST

Controlled specification/RFQ document; revision history.

### RED FLAG

Buyer and supplier refer to different versions as the final requirement.

### BUYER RULE

**NO CONTROLLED REQUIREMENT REVISION = NO RELIABLE CHANGE CONTROL**

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## 2 Supplier Identity & Production Responsibility

## 09 Verify the exact legal supplier

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

- Establish:
- registered legal name
  - company type
  - registered address
  - relevant Turkish registry details

### WHY IT MATTERS

A website name, brand or salesperson identity does not establish the legal commercial counterparty.

### EVIDENCE TO REQUEST

Current company information; MERSİS/Trade Registry information; quotation in legal name.

### AUTHORITY / BASIS

[T1] [T2]

## 10 Map the contracting and payment chain

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Identify separately:

- quoting entity
- contracting entity
- invoicing entity
- exporter
- payment beneficiary

### WHY IT MATTERS

These entities can legitimately differ, but unexplained differences create counterparty and payment exposure.

### RED FLAG

- personal bank account
- unexplained third-party beneficiary
- new invoicing entity introduced immediately before payment

### EVIDENCE TO REQUEST

Quotation; draft contract; pro-forma invoice; controlled bank details.

## 11 Identify the actual machine builder

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Determine who physically manufactures and assembles the equipment.

### WHY IT MATTERS

The commercial seller may be a:

- trader
- engineering company
- system integrator
- reseller
- exporter

None is automatically unacceptable. The buyer needs visibility.

### EVIDENCE TO REQUEST

Actual manufacturer name; facility address; seller/manufacturer relationship.

### BUYER RULE

**COMMERCIAL SELLER ≠ ACTUAL MACHINE BUILDER**

## 12 Create a responsibility map

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Identify who is responsible for:

| FUNCTION                       | RESPONSIBLE PARTY |
|--------------------------------|-------------------|
| Mechanical design              |                   |
| Fabrication                    |                   |
| Machining                      |                   |
| Assembly                       |                   |
| Electrical design              |                   |
| Control panel                  |                   |
| PLC / HMI programming          |                   |
| Safety system                  |                   |
| Testing                        |                   |
| Final conformity documentation |                   |
| Warranty                       |                   |
| Installation                   |                   |
| Commissioning                  |                   |
| After-sales support            |                   |

**WHY IT MATTERS** The core risk is unclear responsibility, not the mere existence of an intermediary.

## 13 Verify the proposed manufacturing facility

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Record the exact physical site where the buyer's equipment will be built or assembled.

### WHY IT MATTERS

A company may operate several facilities or outsource manufacturing.

### EVIDENCE TO REQUEST

Address; facility evidence; recent relevant production evidence; visit where commercially justified.

### VERIFY

Facility ↔ supplier claim ↔ production capability ↔ technical evidence.

## 14 Identify critical subcontracting

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Record material outsourced work, where relevant:

- fabrication
- machining
- welding
- surface treatment
- control-panel manufacture
- software
- electrical installation
- testing
- specialist components

### WHY IT MATTERS

Subcontracting can be commercially normal. Undisclosed or uncontrolled subcontracting is the issue.

### RED FLAG

The buyer cannot establish where a safety-critical or performance-critical operation occurs.

## 15 Identify who provides warranty and service

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Determine whether warranty and after-sales support are provided by:

- manufacturer
- seller
- distributor
- local service partner
- another entity

### WHY IT MATTERS

The party selling the machine may not be the party expected to attend the buyer's site after delivery.

### EVIDENCE TO REQUEST

Written warranty and support structure.

### 3 Facility, Engineering & Manufacturing Capability

#### 16 Check relevant machinery experience

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

|                            |                                                                                                                                                                                                                                                                                                                              |
|----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>CHECK</b>               | <p>Assess experience against the actual requirement, not the general company catalogue. Look for experience with similar:</p> <ul style="list-style-type: none"> <li>• process</li> <li>• material</li> <li>• output range</li> <li>• machine complexity</li> <li>• automation</li> <li>• destination environment</li> </ul> |
| <b>WHY IT MATTERS</b>      | Building machinery in the same broad industry does not automatically establish capability for the buyer's configuration.                                                                                                                                                                                                     |
| <b>EVIDENCE TO REQUEST</b> | Relevant completed projects; machine references; process examples.                                                                                                                                                                                                                                                           |
| <b>RED FLAG</b>            | Only unrelated catalogue equipment is shown as capability evidence.                                                                                                                                                                                                                                                          |

#### 17 Assess engineering capability

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

|                            |                                                                                                                                                                                                                                                                            |
|----------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>CHECK</b>               | <p>Establish whether the proposed supplier has appropriate capability for the required:</p> <ul style="list-style-type: none"> <li>• mechanical design</li> <li>• electrical design</li> <li>• automation</li> <li>• process engineering</li> <li>• integration</li> </ul> |
| <b>WHY IT MATTERS</b>      | A strong fabrication shop is not automatically a strong machine-design or integration organisation.                                                                                                                                                                        |
| <b>EVIDENCE TO REQUEST</b> | Engineering structure; representative controlled drawings; design-process information.                                                                                                                                                                                     |

## 18 Assess fabrication, machining and welding capability

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Where relevant, establish whether the facility has appropriate capability for:

- cutting
- bending/forming
- machining
- welding
- surface preparation
- finishing

### WHY IT MATTERS

Critical dimensional and structural performance can depend on manufacturing-process capability.

### EVIDENCE TO REQUEST

Equipment/process information; subcontracting disclosure; relevant qualifications where contractually or technically required.

## 19 Assess assembly, electrical and control capability

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Review practical capability for:

- mechanical assembly
- electrical installation
- control panels
- cabling
- PLC/HMI
- sensors
- drives
- functional integration

### WHY IT MATTERS

Machinery performance depends on the assembled system, not only fabricated steel.

### EVIDENCE TO REQUEST

Facility/process evidence; representative panels/systems; project resources.

## 20 Assess QC and testing capability

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Determine what the supplier can inspect or test internally and what requires external support. Potential areas:

- dimensional checks
- material verification
- weld inspection
- electrical checks
- functional testing
- performance testing
- safety-function testing

### WHY IT MATTERS

“Quality control available” is not useful unless the buyer understands what is actually controlled.

### EVIDENCE TO REQUEST

Inspection/test plan; sample records; equipment; external laboratory/body arrangements where relevant.

## 21 Assess available project capacity

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Determine whether the supplier has a credible slot for:

- engineering
- procurement
- fabrication
- assembly
- testing

### WHY IT MATTERS

Annual company capacity does not establish availability for the buyer's required delivery window.

### EVIDENCE TO REQUEST

Proposed project schedule; key production dependencies.

## 22 Use official capacity evidence as supporting evidence, not approval

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Turkish TOBB capacity reports are used to record industrial production capacity and can include information relevant to machinery park and production capability. They are useful supporting evidence, but they do not prove that a facility can manufacture the buyer's exact machine. Where a current Capacity Report is used, record what it actually supports.

### AUTHORITY / BASIS

[T3] [T4]

### BUYER RULE

**CAPACITY REPORT ≠ BUYER-SPECIFIC TECHNICAL CAPABILITY APPROVAL**

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## 4 Technical Configuration, Materials, Components & Performance

## 23 Define critical materials

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Identify material grades/specifications that materially affect:

- strength
- wear
- corrosion resistance
- hygiene
- temperature resistance
- lifespan
- product contact

### WHY IT MATTERS

"Stainless steel", "tool steel" or "heavy-duty frame" may be too vague for meaningful comparison.

### EVIDENCE TO REQUEST

Material schedule/BOM; grade; thickness; required material certificates where justified.

### RED FLAG

Supplier reserves unrestricted material substitution rights.

## 24 Define critical dimensions and tolerances

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Identify dimensions/tolerances that materially affect:

- fit
- accuracy
- interchangeability
- product quality
- alignment
- performance

### WHY IT MATTERS

Not every dimension requires tight tolerance, but critical ones must be controlled.

### EVIDENCE TO REQUEST

Controlled drawing/specification; inspection requirement.

## 25 Define critical bought-in components

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Record critical manufacturer/make/model or minimum specification for components such as:

- motors
- gearboxes
- bearings
- drives
- PLC
- HMI
- sensors
- valves
- pumps
- safety devices

### WHY IT MATTERS

Two mechanically similar machines can have materially different reliability, serviceability and replacement-part exposure.

### EVIDENCE TO REQUEST

Component list/BOM with manufacturer and reference.

## 26 Define the automation architecture

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Where relevant, establish:

- PLC platform
- HMI platform
- drive/control architecture
- communication protocols
- remote-access requirements
- data interfaces
- recipe/changeover logic

### WHY IT MATTERS

Automation platform affects integration, maintenance, spare availability and future support.

### RED FLAG

Automation architecture remains unspecified while supplier markets the machine as “fully automated.”

## 27 Define safety-related functions and guarding expectations

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Where relevant, identify safety-critical functional expectations such as:

- guards
- interlocks
- emergency stops
- access control
- protective devices
- safe stopping
- restart prevention

### WHY IT MATTERS

A catalogue statement that a machine is “CE compliant” does not replace configuration-specific safety design.

### SCOPE NOTE

This checklist does not perform machinery risk assessment or safety-system validation.

### AUTHORITY / BASIS

Machine-specific qualified review where required; ISO 12100 / ISO 13849 may be relevant technical references. [ISO1] [ISO2]

## 28 Define hydraulic, pneumatic and pressure-system basis

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Where applicable, record:

- operating pressure
- component basis
- reservoir
- pumps
- valves
- cylinders
- filtration
- required pressure equipment

### WHY IT MATTERS

Pressure or fluid-power systems can create separate performance, maintenance and conformity questions.

## 29 Define tooling, change parts and accessories

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Record everything necessary for the machine to produce the buyer's intended range.

Examples:

- moulds
- dies
- fixtures
- jigs
- knives
- guides
- change parts
- format sets
- product-specific tooling

### WHY IT MATTERS

A machine price can appear attractive while essential tooling is excluded.

### EVIDENCE TO REQUEST

Tooling list; included quantities; price; ownership.

### 30 Turn performance claims into testable conditions

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

- For each critical claim, record:
- What is claimed?
  - Under what input conditions?
  - At what machine settings?
  - For how long?
  - How will it be measured?
  - What result is acceptable?

#### BUYER RULE

**QUOTED CAPACITY ≠ ACCEPTED PERFORMANCE**  
until the agreed operating conditions and acceptance basis are defined.

### 31 Control component and material substitutions

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

- Require buyer review before material substitution of an approved:
- component
  - material
  - drive
  - motor
  - PLC/HMI
  - sensor
  - safety device
  - hydraulic/pneumatic item

#### WHY IT MATTERS

“Equivalent” can change performance, serviceability, spare availability or technical documentation.

#### RED FLAG

Supplier treats unrestricted “or equivalent” wording as unilateral substitution authority.

HANA SOLUTION LLC · TURKEY MACHINERY & EQUIPMENT MANUFACTURER DUE DILIGENCE CHECKLIST · SECTION 5 — RFQ, CONFIGURATION & QUOTE NORMALISATION

## 5 RFQ, Configuration & Quote Normalisation

### 32 Issue one controlled technical RFQ basis

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Ensure shortlisted suppliers receive the same current requirement package.

#### WHY IT MATTERS

Supplier comparison is weak if each candidate is quoting a different interpretation.

#### EVIDENCE TO REQUEST

RFQ revision; issued-document list; supplier acknowledgement.

### 33 Require suppliers to state assumptions and deviations

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Ask each supplier to identify:

- assumptions
- deviations
- alternatives
- exclusions
- unresolved items

#### WHY IT MATTERS

Silence should not be mistaken for full compliance with the buyer's specification.

#### BUYER RULE

**NO STATED DEVIATION ≠ AUTOMATIC TECHNICAL COMPLIANCE**  
**unless the contractual documentation establishes that result.**

### 34 Normalise configuration and components

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Compare quotations against the same:

- output
- machine size
- materials
- automation
- motor/drive
- PLC/HMI
- tooling
- safety package
- accessories

#### WHY IT MATTERS

A lower price may simply reflect a lower specification.

### 35 Normalise testing and acceptance scope

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Compare:

- factory functional test
- FAT where required
- test material
- duration
- performance demonstration
- inspection
- retesting
- SAT where relevant

#### WHY IT MATTERS

"Testing included" may describe anything from powering the machine on to a full contractual performance trial.

### 36 Normalise the support package

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Compare whether each quotation includes:

- manuals
- drawings
- installation
- commissioning
- training
- recommended spares
- commissioning spares
- software/access deliverables
- warranty
- remote support
- field technician support

#### WHY IT MATTERS

Headline machine prices are not comparable when the handover/support package differs.

### 37 Normalise commercial terms

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Compare:

- currency
- validity
- taxes
- lead time
- payment milestones
- Incoterm + named place
- packing
- freight
- insurance where applicable
- installation travel
- exclusions

#### WHY IT MATTERS

Commercial differences can exceed the apparent machine-price difference.

### 38 Compare total scope and exposure, not headline price

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CORE BUYER RULE

LOWEST PRICE ≠ BEST QUOTATION IF THE TECHNICAL OR COMMERCIAL BASIS DIFFERS.

#### CHECK

Before ranking suppliers, identify the cost and risk of:

- missing scope
- lower specification
- later engineering
- tooling
- testing
- installation
- spares
- documentation
- buyer-managed work

Machinery RFQ & Configuration Normalisation Matrix

| COMPARISON FIELD          | BUYER REQUIREMENT | SUPPLIER A | SUPPLIER B | SUPPLIER C | STATUS |
|---------------------------|-------------------|------------|------------|------------|--------|
| Intended application      |                   |            |            |            |        |
| Product/process handled   |                   |            |            |            |        |
| Required output           |                   |            |            |            |        |
| Capacity assumptions      |                   |            |            |            |        |
| Cycle time                |                   |            |            |            |        |
| Duty cycle                |                   |            |            |            |        |
| Utilities                 |                   |            |            |            |        |
| Footprint                 |                   |            |            |            |        |
| Materials                 |                   |            |            |            |        |
| Critical tolerances       |                   |            |            |            |        |
| Motor / gearbox           |                   |            |            |            |        |
| Drives                    |                   |            |            |            |        |
| PLC                       |                   |            |            |            |        |
| HMI                       |                   |            |            |            |        |
| Sensors                   |                   |            |            |            |        |
| Hydraulic/pneumatic scope |                   |            |            |            |        |
| Automation level          |                   |            |            |            |        |
| Tooling / change parts    |                   |            |            |            |        |
| Accessories               |                   |            |            |            |        |
| Safety package            |                   |            |            |            |        |
| Testing                   |                   |            |            |            |        |
| FAT if required           |                   |            |            |            |        |
| Documentation             |                   |            |            |            |        |
| Installation              |                   |            |            |            |        |
| Commissioning             |                   |            |            |            |        |
| Training                  |                   |            |            |            |        |
| Spares                    |                   |            |            |            |        |
| Warranty                  |                   |            |            |            |        |
| Lead time                 |                   |            |            |            |        |
| Incoterm + named place    |                   |            |            |            |        |
| Payment structure         |                   |            |            |            |        |
| Exclusions                |                   |            |            |            |        |
| Open deviations           |                   |            |            |            |        |

STATUS: MATCH · DIFFERENT · ALTERNATIVE · EXCLUDED · UNRESOLVED

## 6 Commercial Scope, Payment & Change Control

### 39 Establish the contractual document hierarchy

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Clarify which document controls if there is a conflict between:

- PO
- contract
- technical specification
- supplier quotation
- approved drawing
- clarification record

#### WHY IT MATTERS

Machinery projects frequently accumulate multiple revisions and communications.

#### SCOPE NOTE

Contract wording may require qualified legal review.

### 40 Tie material payment milestones to identifiable evidence

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

For each material milestone, record: Commercial milestone / Required evidence / Buyer approver.

#### WHY IT MATTERS

A supplier statement that a milestone has been reached is not the same as evidence of the contractual state.

### BUYER RULE

**PAYMENT MILESTONE ≠ SUPPLIER CLAIM THAT THE MILESTONE HAS BEEN REACHED**

### 41 Understand deposit exposure

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Before deposit, establish what the payment enables or commits:

- engineering
- materials
- component orders
- production slot
- tooling
- non-refundable supplier commitments

#### WHY IT MATTERS

Deposit exposure becomes difficult to recover once irreversible supplier expenditure begins.

#### DO NOT

Use a universal recommended deposit percentage.

## 42 Control drawing and specification revisions

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

|                            |                                                                                          |
|----------------------------|------------------------------------------------------------------------------------------|
| <b>CHECK</b>               | Require controlled revision identifiers and buyer disposition for material changes.      |
| <b>WHY IT MATTERS</b>      | Approval in messaging or email can become ambiguous when the drawing changes repeatedly. |
| <b>EVIDENCE TO REQUEST</b> | Revision log; approved-for-manufacture status; buyer approval record.                    |
| <b>RED FLAG</b>            | Production begins from a drawing that the buyer has not identified as approved.          |

## 43 Control supplier-requested substitutions

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

|              |                                                                                                                                                                                                                                                                                        |
|--------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>CHECK</b> | Require supplier disclosure of material proposed substitutions and their: <ul style="list-style-type: none"><li>• technical reason</li><li>• performance impact</li><li>• availability impact</li><li>• cost impact</li><li>• schedule impact</li><li>• documentation impact</li></ul> |
|--------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

## 44 Freeze material quotation inclusions and exclusions

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

|                       |                                                                                                                                                                                                                                                                                                                                                                                      |
|-----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>CHECK</b>          | Before award, clearly identify who is responsible for: <ul style="list-style-type: none"><li>• tooling</li><li>• testing</li><li>• test material</li><li>• installation</li><li>• lifting</li><li>• foundations</li><li>• cabling</li><li>• commissioning</li><li>• travel</li><li>• accommodation</li><li>• training</li><li>• spares</li><li>• customs</li><li>• freight</li></ul> |
| <b>WHY IT MATTERS</b> | Late exclusions often create cost and schedule disputes.                                                                                                                                                                                                                                                                                                                             |

#### 45 Record the commercial effect of every approved change

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

##### CHECK

For each material change, record:

- requested change
- technical effect
- price effect
- lead-time effect
- document revisions affected
- approval

##### WHY IT MATTERS

Uncontrolled technical change becomes uncontrolled commercial exposure.

#### BUYER PRINCIPLE

**CHANGE APPROVAL SHOULD CONTROL TECHNICAL + COMMERCIAL + SCHEDULE EFFECT TOGETHER.**

HANA SOLUTION LLC · TURKEY MACHINERY & EQUIPMENT MANUFACTURER DUE DILIGENCE CHECKLIST · SECTION 7 — PRODUCTION & QUALITY MONITORING

## 7 Production & Quality Monitoring

#### 46 Establish a manufacturing plan

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

##### CHECK

Identify the major production stages appropriate to the equipment. Potential sequence:

- engineering
- material procurement
- fabrication
- machining
- assembly
- electrical
- controls/software
- testing
- correction
- acceptance
- packing

##### WHY IT MATTERS

A credible production-monitoring plan must relate to physical states, not generic progress percentages.

#### 47 Establish machine / unit identity during production

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

##### CHECK

Use identifiable project, machine, unit or serial references appropriate to the production stage.

##### WHY IT MATTERS

Photographs or inspection records have little value if the buyer cannot connect them to the actual order.

##### RED FLAG

Supplier provides generic workshop images as order-specific progress evidence.

#### 48 Separate supplier-reported progress from evidenced progress

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

##### CHECK

For every material progress claim, record: Supplier-reported status / Evidence available / Buyer / independently checked status.

##### WHY IT MATTERS

"80% complete" does not define which physical stages are complete.

#### CORE BUYER RULE

### SUPPLIER-REPORTED PROGRESS ≠ EVIDENCED PROGRESS

#### 49 Verify critical materials and components before they disappear into assembly

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

##### CHECK

Where commercially material, confirm critical:

- material grades
- major bought-in components
- motors/drives
- PLC/HMI
- safety components
- tooling

##### WHY IT MATTERS

Some errors become difficult to verify or correct after final assembly.

##### EVIDENCE TO REQUEST

Project-linked records, identification, certificates or physical observation where justified.

#### 50 Track physical production stage separately

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

##### CHECK

Distinguish as applicable:

- Material available
- Fabrication started
- Fabrication complete
- Assembled
- Electrically completed
- Programmed
- Functionally tested
- Accepted
- Packed
- Shipment-ready

#### BUYER RULE

### PRODUCED ≠ TESTED ≠ ACCEPTED ≠ PACKED ≠ SHIPMENT-READY

## 51 Record non-conformities, rework and unresolved quality issues

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

For each material issue record:

- issue
- affected machine/unit
- corrective action
- rework
- retest
- status
- buyer disposition

### WHY IT MATTERS

A closed email thread is not the same as a closed technical issue.

### RED FLAG

The machine moves to acceptance while material NCRs remain invisible.

## 52 Control multi-unit orders individually

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Where several machines or units are ordered, track status by unit rather than project average.

| UNIT | FABRICATED | ASSEMBLED | TESTED | ACCEPTED | PACKED / READY |
|------|------------|-----------|--------|----------|----------------|
| 01   |            |           |        |          |                |
| 02   |            |           |        |          |                |
| 03   |            |           |        |          |                |

### WHY IT MATTERS

A project can appear nearly complete while several units remain materially behind.

HANA SOLUTION LLC · TURKEY MACHINERY & EQUIPMENT MANUFACTURER DUE DILIGENCE CHECKLIST · SECTION 8 — ACCEPTANCE & PUNCH LIST CONTROL

## 8 Acceptance & Punch List Control

## 53 Define the acceptance strategy before testing

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Determine which acceptance route fits the actual purchase:

- document review
- supplier functional test
- witnessed test
- FAT
- independent inspection
- SAT after installation
- combination

### WHY IT MATTERS

Formal FAT is valuable for some machinery and unnecessary for others.

### BUYER RULE

**FAT IS A CONTRACTUAL / TECHNICAL CONTROL — NOT A UNIVERSAL REQUIREMENT.**

## 54 Agree acceptance criteria before the test

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Define measurable pass/fail criteria before the machine is presented for acceptance.

Potential criteria:

- output
- cycle time
- accuracy
- repeatability
- functionality
- quality result
- alarms
- safety functions
- changeover
- accessories/tooling

### RED FLAG

Acceptance criteria are negotiated only after poor test results.

## 55 Control the test setup and operating conditions

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Record:

- test product/material
- input condition
- machine settings
- operators
- utilities
- test duration
- number of cycles
- measurement method

### WHY IT MATTERS

A machine can pass or fail depending on the test conditions.

### EVIDENCE TO REQUEST

Controlled acceptance/FAT protocol.

## 56 Record actual performance results

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Do not use only “PASS / FAIL.” Record actual results for critical acceptance parameters.

| PARAMETER | REQUIRED | ACTUAL | RESULT |
|-----------|----------|--------|--------|
|           |          |        |        |
|           |          |        |        |
|           |          |        |        |

### WHY IT MATTERS

Objective results provide a stronger basis for acceptance and future dispute resolution.

## 57 Include functional and safety-related checks where relevant

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Where part of the agreed acceptance scope, verify relevant:

- operating modes
- alarms
- emergency stops
- interlocks
- protective devices
- abnormal-condition response
- restart behaviour

### SCOPE NOTE

Buyer observation or procurement review does not replace statutory machinery-safety validation or qualified functional-safety assessment.

## 58 Classify punch-list items by decision effect

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

For each open issue ask:

- Does it block acceptance?
- Does it block payment?
- Does it block shipment?
- Can it be closed after delivery?

### WHY IT MATTERS

A long punch list can contain both cosmetic items and material performance failures.

## Punch List Decision Record

| OPEN<br>ISSUE | ACCEPTANCE<br>BLOCKER? | PAYMENT<br>BLOCKER? | SHIPMENT<br>BLOCKER? | OWNER | DUE<br>DATE | STATUS |
|---------------|------------------------|---------------------|----------------------|-------|-------------|--------|
|               |                        |                     |                      |       |             |        |
|               |                        |                     |                      |       |             |        |
|               |                        |                     |                      |       |             |        |

### 59 Control retesting and closure

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

**CHECK**

Where an acceptance issue requires correction, define:

- corrective action
- retest scope
- required evidence
- closure authority

**WHY IT MATTERS**

“Fixed” is a supplier statement until the agreed closure evidence exists.

### 60 Record the buyer’s final technical acceptance decision

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

**CHECK**

- Accepted
- Conditionally accepted — defined items remain
- Not accepted / retest required

**WHY IT MATTERS**

Successful testing should result in a controlled decision, not an assumption that shipment may proceed automatically.

**CORE BUYER  
RULE**

MACHINE ACCEPTED ≠ MACHINE READY FOR COLLECTION

## 9 Conformity & Destination Requirements

### 61 Establish the Turkey-side regulatory position

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

**CURRENT STATUS — AUGUST 2026** Turkey's current official Product Rules Database identifies the Machinery Safety Regulation (2006/42/AT) as the current machinery framework, and Turkey's 2026 import-product-safety controls continue to reference that regulation.

**CHECK** For Turkey-side production or Turkish market placement, determine:

- actual machine classification
- responsible manufacturer
- applicable machinery regulation
- additional product regulations where relevant
- technical documentation
- declaration
- marking route

**IMPORTANT** Do not assume that an EU regulatory change automatically changes Turkish domestic law on the same date.

**AUTHORITY / BASIS** [T5] [T6] [T7]

### 62 Determine whether the product is complete or partly completed machinery

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

**CHECK** Under the current EU Machinery Directive, partly completed machinery follows a different documentation route from complete machinery, including relevant technical documentation, assembly instructions and a declaration of incorporation. Determine what is actually being supplied:

- Complete machinery
- Partly completed machinery for integration

**AUTHORITY / BASIS** [EU2]

#### BUYER RULE

PARTLY COMPLETED MACHINERY ≠ COMPLETE MACHINERY DOCUMENT PACKAGE

### 63 Apply the correct EU machinery framework for the placement date

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

**CURRENT STATUS — AUGUST 2026** The European Commission states that machinery placed on the EU market before 20 January 2027 must comply with Directive 2006/42/EC. Regulation (EU) 2023/1230 becomes the mandatory general framework from 20 January 2027.

**CHECK** Record: Target EU market-placement date / Current applicable framework / Transition risk.

**AUTHORITY / BASIS** [EU1] [EU2] [EU3]

## BUYER RULE

### CURRENT REQUIREMENT ≠ PUBLISHED FUTURE REQUIREMENT

#### 64 Determine the actual conformity-assessment route

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

##### CHECK

Do not assume that every CE-marked machine requires a Notified Body. Under current Directive 2006/42/EC:

- machinery outside Annex IV uses internal checks;
  - Annex IV machinery may also use internal checks where the relevant harmonised standards fully cover the applicable essential requirements;
  - where Annex IV conditions for that route are not met, notified-body procedures apply.
- The 2027 Machinery Regulation changes the high-risk categorisation and conformity routes, including mandatory third-party assessment for categories in Annex I Part A.

##### VERIFY WHERE RELEVANT

Machine category; current framework; applicable route; NB identity/scope if an NB is actually required.

##### AUTHORITY / BASIS

[EU2] [EU3] [EU5]

## BUYER RULE

### CE MARKING ≠ AUTOMATIC NOTIFIED-BODY INVOLVEMENT

#### 65 Check additional EU technical frameworks only when applicable

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

##### ELECTRICAL SAFETY

For machinery under the current Machinery Directive, the electrical-safety objectives of the low-voltage framework apply, but the Directive states that conformity-assessment and market-placement obligations regarding the machinery's electrical hazards are governed by the Machinery Directive itself.

##### DO NOT WRITE

"Every electrically powered machine needs two separate CE approvals under the Machinery Directive and LVD."

##### EMC

Directive 2014/30/EU concerns electromagnetic emissions and immunity and may be relevant according to the equipment/configuration.

##### ATEX

Directive 2014/34/EU applies to equipment/protective systems intended for use in potentially explosive atmospheres.

##### PED

Directive 2014/68/EU applies to in-scope stationary pressure equipment/assemblies with maximum allowable pressure greater than 0.5 bar, subject to its scope and exclusions.

##### CHECK

Applicable? LVD relationship: \_\_\_\_\_ EMC: \_\_\_\_\_ ATEX: \_\_\_\_\_ PED: \_\_\_\_\_ Other machine-specific regime: \_\_\_\_\_

##### AUTHORITY / BASIS

[EU6] [EU7] [EU8] [EU9]

## BUYER RULE

### CONDITIONAL TECHNICAL REQUIREMENT ≠ UNIVERSAL MACHINERY REQUIREMENT

## 66 Distinguish Great Britain from Northern Ireland

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

**GREAT BRITAIN — 2027 POLICY DIRECTION / LEGISLATIVE WATCH** — As of August 2026, the Supply of Machinery (Safety) Regulations 2008 remain the current GB machinery legislation, and current GB rules allow UKCA or CE marking for machinery. In its 25 February 2026 response, the UK Government stated that it intends to legislate to continue CE recognition for machinery after the EU's new Machinery Regulation takes effect and to update the 2008 Regulations with similar measures compatible with EU requirements. The Government also stated that full replication or alignment is not possible; implementation remains subject to Parliamentary timing. For Northern Ireland, implementation of the EU Machinery Regulation under the Windsor Framework requires legislation to be laid in Parliament by October 2026.

**CHECK** Destination: GB — England / Scotland / Wales or Northern Ireland

**AUTHORITY / BASIS** [UK1] [UK2] [UK3] [UK4]

### BUYER RULE

**"UK COMPLIANT" IS NOT A SUFFICIENT STATUS.**

## 67 Use a U.S.-specific machinery and workplace route

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

**CHECK** Do not look for one universal document called "U.S. machinery approval." For equipment intended for U.S. workplaces, identify relevant issues such as:

- machine guarding
- workplace safety
- electrical equipment approval
- state/local/AHJ requirements
- machine-specific standards

OSHA's general machine-guarding rule requires guarding against hazards such as points of operation, rotating parts and flying material. OSHA also requires electrical equipment covered by its electrical rules to be "approved"; NRTL certification applies to specified products and circumstances, not as a universal rule that every complete machine must carry a UL mark.

**AUTHORITY / BASIS** [US1] [US2] [US3]

### BUYER RULE

**NRTL / ELECTRICAL APPROVAL WHERE APPLICABLE ≠ "ALL MACHINES REQUIRE UL"**

## 68 Apply a country-specific Saudi machinery gate where relevant

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

SASO publishes a Technical Regulation for General Requirements for Machinery Safety and additional machinery-category regulations. Products subject to Saudi technical regulations use relevant conformity processes, including Saber-based product/conformity workflows where applicable. Determine:

- exact machinery category
- applicable SASO technical regulation
- importer responsibility
- applicable conformity route
- Saber requirement
- category-specific certificate or approval where relevant

### DO NOT WRITE

“GCC compliant” as a substitute for Saudi product-specific assessment.

### AUTHORITY / BASIS

[SA1] [SA2]

HANA SOLUTION LLC · TURKEY MACHINERY & EQUIPMENT MANUFACTURER DUE DILIGENCE CHECKLIST · SECTION 10 — TECHNICAL DOCUMENTATION & SUPPORT PACKAGE

## 10 Technical Documentation & Support Package

## 69 Define the buyer handover-document package

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Identify documents needed to install, operate and maintain the equipment. Potential items:

- GA/layout
- foundation/interface drawings
- assembly drawings where required
- electrical drawings
- wiring diagrams
- hydraulic diagrams
- pneumatic diagrams
- component list
- installation manual
- operating manual
- maintenance manual
- spare-parts information

### WHY IT MATTERS

Machine delivery is incomplete if the buyer cannot practically install, operate or maintain it.

## 70 Require final / as-built revisions where appropriate

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Ensure final documentation reflects material changes made during manufacture and commissioning.

### WHY IT MATTERS

An early drawing may describe the quoted machine rather than the machine actually delivered.

## APPROVED DESIGN DRAWING ≠ FINAL AS-BUILT CONFIGURATION where material changes occurred.

### 71 Define software / PLC / HMI handover where relevant

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Where automation matters, determine the agreed handover position for:

- current PLC program backup
- HMI project backup
- software version
- licences
- configuration files
- passwords/access
- recovery procedure
- remote-access rights

#### WHY IT MATTERS

A buyer can own the machine physically but remain operationally dependent on one supplier for basic recovery or modification.

#### IMPORTANT

Do not assume the buyer automatically owns:

- source code
- supplier IP
- editable software
- engineering tools

These are contractual questions.

### 72 Separate buyer handover documents from statutory technical documentation

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Distinguish: Buyer / operational documents (agreed for installation, operation, maintenance and support) from Legally / technically required documentation (required under the applicable product/conformity regime).

#### WHY IT MATTERS

The buyer should not assume that contractual access to the manufacturer's entire statutory technical file or proprietary design package is automatic.

HANA SOLUTION LLC · TURKEY MACHINERY & EQUIPMENT MANUFACTURER DUE DILIGENCE CHECKLIST · SECTION 11 — SPARES, WARRANTY, INSTALLATION & AFTER-SALES

## 11 Spares, Warranty, Installation & After-Sales

### 73 Define commissioning and recommended spares

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Separate: Commissioning / start-up spares from Recommended operating spares and Wear parts.

#### WHY IT MATTERS

One generic "spare parts kit" does not show whether the buyer can sustain operation.

#### EVIDENCE TO REQUEST

Item; part number; quantity; price; expected consumption; lead time.

## 74 Define what the warranty actually covers

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Establish:

- warranty period/start point
- parts
- labour
- remote diagnosis
- technician travel
- freight
- consumables
- wear parts
- exclusions
- response process

### WHY IT MATTERS

A “12-month warranty” can still leave the buyer responsible for substantial recovery cost.

### EVIDENCE TO REQUEST

Written warranty terms.

## 75 Define installation, commissioning and training responsibility

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Record who provides:

- unloading
- positioning
- mechanical installation
- electrical connection
- utilities connection
- commissioning
- production start-up
- operator training
- maintenance training

### WHY IT MATTERS

Installation failures often arise from interface gaps between seller, manufacturer and buyer site teams.

## 76 Assess after-sales support availability

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Establish practical support after the machine leaves Turkey. Ask:

- Remote response channel?
- Working hours?
- Typical technician lead time?
- International technician travel capability?
- Local partner?
- Spare-parts dispatch route?
- Language?
- Escalation contact?

### WHY IT MATTERS

A technically capable manufacturer can still be a weak long-term supplier if support is inaccessible.

### RED FLAG

After-sales support exists only as a generic sales statement.

## 12 Packing, Shipment & Collection Readiness

### 77 Reconcile the final machine and all supplied items

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Before packing, reconcile:

- machine/unit
- serial number where assigned
- final configuration
- guards
- tooling
- change parts
- accessories
- cables
- loose components
- spare parts
- manuals/documents

#### WHY IT MATTERS

A technically accepted machine can still ship incomplete.

#### EVIDENCE TO REQUEST

Final machine/equipment list and visual/physical verification where justified.

### 78 Verify packing, handling, dimensions and weights

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

#### CHECK

Record:

- packed dimensions
- net weight
- gross weight
- centre-of-gravity information where relevant
- lifting points
- skid/crate
- corrosion protection
- moisture protection
- disassembly state
- container/truck suitability

#### WHY IT MATTERS

Transport planning based on quotation-stage dimensions can fail after final build or packing.

#### RED FLAG

Vehicle/container is booked before final packed dimensions and weights are established.

## 79 Reconcile shipment documents, Incoterm and origin route

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

As applicable confirm:

- commercial invoice
- packing list
- transport document
- Certificate of Origin
- A.TR
- EUR.1 where genuinely applicable
- buyer/importer documents
- Incoterm + named place

Turkey's Ministry of Trade explicitly states that A.TR proves free-circulation status and does not itself show the origin of the goods. EUR.1, by contrast, is a preferential-origin proof where the applicable preferential arrangement uses it.

### AUTHORITY / BASIS

[T8] [ICC1]

### CRITICAL BUYER RULE

**A.TR DOES NOT ITSELF PROVE TURKISH ORIGIN.**

### BUYER RULE

#### INCOTERM ≠ COMPLETE SALES CONTRACT

**Incoterms govern matters such as delivery, risk and cost allocation; they do not substitute for the sales contract's quality or payment terms.**

## 80 Record the final buyer collection / shipment release decision

STATUS ☐ PASS ☐ OPEN ☐ HOLD ☐ N/A · EVIDENCE STATE: BP / SD / IC / FO / NP / N/A / UR

### CHECK

Before pickup or dispatch list every unresolved item. Possible issues:

- missing accessory
- punch-list item
- document gap
- packing issue
- dimensional issue
- unresolved payment condition
- transport issue
- origin/customs issue

### FINAL DECISION

- Release for collection / shipment
- Conditional release — defined items accepted
- Hold
- Not released

### FINAL MACHINERY PRINCIPLE

**"PRODUCTION COMPLETE" IS A SUPPLIER STATUS.**

**"TECHNICALLY ACCEPTED" IS A BUYER DECISION.**

**"RELEASED FOR SHIPMENT" IS A SEPARATE BUYER DECISION.**

## High-Value Machinery Red Flags

These are clarification, enhanced-verification or HOLD triggers. They are not automatic proof of misconduct.

### SUPPLIER / RESPONSIBILITY

- ▶ Seller will not identify the actual machine builder.
- ▶ Proposed manufacturing facility cannot be established.
- ▶ Design, fabrication, integration and testing responsibilities remain unclear.
- ▶ Critical subcontracting is disclosed only after award.

### REQUIREMENT / CONFIGURATION

- ▶ Intended application remains vague after commercial award.
- ▶ Capacity claim has no operating assumptions.
- ▶ Critical materials or tolerances remain undefined.
- ▶ Catalogue machine is treated as identical to the buyer configuration without controlled differences.
- ▶ Broad “or equivalent” wording permits uncontrolled substitution.
- ▶ Major component make/model changes after award without buyer review.

### COMMERCIAL / RFQ

- ▶ Quotations based on materially different configurations are ranked on headline price.
- ▶ Tooling/change parts appear only after supplier selection.
- ▶ Installation or commissioning exclusions emerge late.
- ▶ Documentation, spares or training remain undefined.
- ▶ Material payment milestone has no objective evidence requirement.
- ▶ Supplier requests payment because it says a milestone is complete, but agreed evidence is missing.

### PRODUCTION

- ▶ Progress is reported only as a percentage.
- ▶ Production photographs cannot be linked to the actual buyer project/unit.
- ▶ Multi-unit project has no unit-by-unit status.
- ▶ Production revision does not match approved drawing/specification revision.

- ▶ Material or component substitution is disclosed only after fabrication/assembly.

## ACCEPTANCE

- ▶ Acceptance criteria are created on the test day.
- ▶ FAT result is reduced to “machine switches on.”
- ▶ Agreed performance is not achieved but final payment is still requested.
- ▶ Punch-list items are not classified by acceptance/payment/shipment impact.
- ▶ Shipment pressure continues while a material acceptance issue remains open.

## SHIPMENT

- ▶ Equipment is described as shipment-ready but final dimensions/weights are not available.
- ▶ Tooling, accessories, guards, spares or loose items are not reconciled.
- ▶ Packing method is not matched to handling/storage/transport requirements.
- ▶ Supplier calls the machine “ready to ship” before buyer release has been recorded.

### BUYER PRINCIPLE

**A RED FLAG DOES NOT REQUIRE AN ACCUSATION.  
IT REQUIRES A CONTROLLED RESPONSE.**

## Four Buyer Release Gates

The operational summary of this checklist.

### GATE 1

### Before PO / Material Commercial Commitment

- ☐ Intended application defined
- ☐ Performance/output basis defined
- ☐ Capacity assumptions understood
- ☐ Utilities/interfaces identified
- ☐ Requirement revision controlled
- ☐ Legal seller established
- ☐ Contracting/invoicing/payment structure understood
- ☐ Actual machine builder identified
- ☐ Production-responsibility map understood
- ☐ Manufacturing facility established
- ☐ Critical subcontracting visible
- ☐ Relevant engineering capability assessed
- ☐ Manufacturing capability assessed
- ☐ Critical materials/components sufficiently defined
- ☐ Substitutions controlled
- ☐ Quotation basis normalised
- ☐ Material inclusions/exclusions visible
- ☐ Tooling/accessory scope understood
- ☐ Installation/commissioning/support scope understood
- ☐ Payment milestones understood
- ☐ Material destination-market route identified
- ☐ No unresolved issue requires HOLD

**DECISION:** ☐ Release    ☐ Conditional Release    ☐ Hold

## GATE 2

### Before Manufacturing / Major Progress Payment

- ☐ Controlling specification revision established
- ☐ Approved drawings identified
- ☐ Interfaces confirmed
- ☐ Material basis controlled
- ☐ Critical component configuration controlled
- ☐ Tooling/change-part basis controlled
- ☐ Safety/control-system basis sufficiently defined
- ☐ Deviations recorded
- ☐ Supplier substitutions reviewed
- ☐ Change-order effects recorded
- ☐ Manufacturing plan established
- ☐ Production slot credible
- ☐ Machine/unit identification method established
- ☐ Acceptance strategy defined
- ☐ Performance acceptance criteria established where practical
- ☐ Documentation responsibilities defined
- ☐ Milestone evidence exists
- ☐ Payment request corresponds to agreed contractual state
- ☐ No unresolved issue requires HOLD

**DECISION:** ☐ Release Next Step    ☐ Conditional    ☐ Hold

### GATE 3

## Before Final Acceptance / Final Major Payment

- ☐ Final machine configuration established
- ☐ Applicable test/acceptance protocol used
- ☐ Test conditions recorded
- ☐ Required performance demonstrated
- ☐ Actual performance results recorded
- ☐ Relevant machine functions checked
- ☐ Relevant safety functions checked within agreed scope
- ☐ Required retesting completed
- ☐ Material deviations visible
- ☐ Punch list created
- ☐ Acceptance blockers closed
- ☐ Payment blockers closed or explicitly accepted
- ☐ Required technical-document package status known
- ☐ Spare-parts package status known
- ☐ Warranty/support terms final
- ☐ Installation/commissioning responsibilities final
- ☐ Material conformity-document gaps visible
- ☐ Buyer records an explicit technical acceptance decision

**DECISION:** ☐ Accept      ☐ Conditional Acceptance      ☐ Retest / Clarification      ☐ Not Accepted

*Machinery-specific principle: technical acceptance is not the same decision as shipment release.*

#### GATE 4

### Before Shipment / Collection Release

- ☐ Accepted machine/unit identified
- ☐ Serial/unit status reconciled
- ☐ Final configuration reconciled
- ☐ Tooling reconciled
- ☐ Accessories reconciled
- ☐ Guards/components reconciled
- ☐ Spares reconciled
- ☐ Loose components reconciled
- ☐ Required manuals/documents available
- ☐ Packing completed as agreed
- ☐ Corrosion/moisture protection appropriate where required
- ☐ Final packed dimensions recorded
- ☐ Gross/net weights recorded
- ☐ Lifting/handling information available where needed
- ☐ Transport vehicle/container suitability checked
- ☐ Commercial invoice & packing list aligned
- ☐ Origin/preference-document position confirmed where applicable
- ☐ Collection/booking & Incoterm handover understood
- ☐ All shipment blockers closed
- ☐ Buyer records explicit release

**DECISION:** ☐ Release Shipment    ☐ Conditional Release    ☐  
Hold    ☐ Not Released

*Final machinery rule: accepted machine ≠ shipment-ready machine.*

## Supplier Comparison & Decision Record

Use this page after due diligence to prevent supplier selection from reverting to headline price.

| DECISION AREA                      | SUPPLIER A | SUPPLIER B | SUPPLIER C |
|------------------------------------|------------|------------|------------|
| Legal counterparty established     |            |            |            |
| Actual machine builder established |            |            |            |
| Manufacturing facility established |            |            |            |
| Production roles clear             |            |            |            |
| Critical subcontracting visible    |            |            |            |
| Engineering capability             |            |            |            |
| Manufacturing capability           |            |            |            |
| Testing capability                 |            |            |            |
| Requirement fit                    |            |            |            |
| Capacity basis                     |            |            |            |
| Material/configuration fit         |            |            |            |
| Component fit                      |            |            |            |
| Automation fit                     |            |            |            |
| Tooling scope                      |            |            |            |
| Quote comparability                |            |            |            |
| Normalised commercial value        |            |            |            |
| Payment exposure                   |            |            |            |
| Lead-time credibility              |            |            |            |
| Change-control strength            |            |            |            |
| Acceptance basis                   |            |            |            |
| Documentation package              |            |            |            |
| Spares/support                     |            |            |            |
| Warranty                           |            |            |            |
| Installation/commissioning         |            |            |            |
| Destination readiness              |            |            |            |
| Open risks                         |            |            |            |
| HOLD items                         |            |            |            |

| DECISION AREA                    | SUPPLIER A | SUPPLIER B | SUPPLIER C |
|----------------------------------|------------|------------|------------|
| Overall technical/commercial fit |            |            |            |
| Final decision                   |            |            |            |

#### BUYER DECISION

Preferred supplier: \_\_\_\_\_

Reason for preference: \_\_\_\_\_

Conditions before PO: \_\_\_\_\_

Remaining risks consciously accepted by buyer: \_\_\_\_\_

Decision made by: \_\_\_\_\_ Date: \_\_\_\_\_

#### DECISION PRINCIPLE

**THE OBJECTIVE IS NOT TO IDENTIFY A UNIVERSALLY “BEST TURKISH MACHINERY FACTORY.”**

**The objective is to determine which verified production and commercial structure best fits the buyer’s actual: application + performance + configuration + support + schedule + destination + risk position.**

## Quality, Engineering, Conformity & Regulatory Scope Boundary

This checklist is a buyer-side sourcing, supplier due-diligence and procurement working reference.

### **Hana Solution LLC may, within an agreed assignment:**

- structure buyer requirements;
- identify and map manufacturers;
- check supplier/manufacturer identity;
- assess capability against the buyer requirement;
- review supplier-provided evidence;
- compare technical and commercial quotations;
- coordinate clarification;
- monitor agreed production checkpoints;
- identify documented gaps and open issues;
- support buyer-side acceptance preparation;
- support shipment-readiness decisions;
- coordinate specialist verification where separately required.

### **Hana Solution LLC does not:**

- manufacture machinery;
- trade or resell machinery;
- represent manufacturers;
- receive supplier commissions or supplier mark-ups;
- automatically design machinery;
- assume the manufacturer's design responsibility;
- perform statutory engineering approval;
- operate an accredited inspection body;
- operate a testing laboratory;
- issue CE certification;
- act as a Notified Body or Approved Body;
- perform statutory conformity assessment;
- guarantee regulatory acceptance;
- guarantee customs clearance;
- guarantee future manufacturer performance.

Where qualified engineering, risk assessment, functional-safety assessment, conformity assessment, testing, inspection, certification, customs or legal work is required, the appropriate qualified or accredited specialist should be used.

**CLOSING ROLE BOUNDARY**

**REVIEWING SUPPLIER, PRODUCTION, TEST OR CONFORMITY EVIDENCE IS NOT THE SAME AS CERTIFYING OR ENGINEERING THE MACHINE.**

**IDENTIFYING A GAP, OPEN ISSUE OR READINESS RISK IS NOT THE SAME AS ASSUMING ANOTHER PARTY'S ENGINEERING, CONFORMITY OR REGULATORY RESPONSIBILITY.**

**The final technical and commercial decision remains with the buyer.**

## Regulatory Watch — August 2026

### TURKEY — MACHINERY FRAMEWORK

Current official Turkish sources continue to identify Makina Emniyeti Yönetmeliği (2006/42/AT) as the applicable machinery framework. The EU's Regulation (EU) 2023/1230 transition must not automatically be treated as a Turkish domestic-law transition.

**Publication control:** before publication and at later substantive updates, re-check whether Turkey has published domestic legislation replacing or materially amending 2006/42/AT in response to the EU Machinery Regulation transition. At the August 2026 research cut-off, the official Turkish sources reviewed continue to show 2006/42/AT as current. This is an inference from the current official Turkish database and 2026 enforcement material; it is not a prediction of Turkey's post-2026 legislative timetable.

### EUROPEAN UNION — 20 JANUARY 2027

Directive 2006/42/EC remains the applicable current machinery framework for machinery placed on the EU market before 20 January 2027. Regulation (EU) 2023/1230 becomes the mandatory general framework from that date.

### GREAT BRITAIN — 2027 POLICY DIRECTION / LEGISLATIVE WATCH

As of August 2026, the Supply of Machinery (Safety) Regulations 2008 remain the current GB machinery legislation, and current GB rules allow UKCA or CE marking for machinery. In its 25 February 2026 response, the UK Government stated that it intends to legislate to continue CE recognition for machinery after the EU's new Machinery Regulation takes effect and to update the 2008 Regulations with similar measures compatible with EU requirements. The Government also stated that full replication or alignment is not possible; implementation remains subject to Parliamentary timing.

### STANDARDS WATCH

ISO 12100:2010 remains current; ISO states that it was confirmed in 2022 and is expected to be replaced by a revision currently under development.

### RESEARCH DISCIPLINE

**CURRENT LAW ≠ FUTURE PUBLISHED LAW**  
**LEGAL REQUIREMENT ≠ VOLUNTARY TECHNICAL STANDARD**  
**CONFORMITY EVIDENCE ≠ BUYER ACCEPTANCE**

## Source Register — Verified Working Sources

### TURKEY — COMPANY / MANUFACTURING / MACHINERY / CUSTOMS

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#### **T1 — T.C. Ministry of Trade — MERSİS**

Central commercial-registry system used for company registration and change records.

<https://mersisticaret.gov.tr/>

#### **T2 — Türkiye Ticaret Sicili Gazetesi / Turkish Trade Registry Gazette**

Official trade-registry publication and company-announcement source.

<https://www.ticaret sicil.gov.tr/>

#### **T3 — TOBB — Sanayi Müdürlüğü / Capacity Reports**

Official TOBB reference explaining the purpose and industrial-capacity use of Capacity Reports.

<https://www.tobb.org.tr/SanayiMudurlugu/Sayfalar/AnaSayfa.php>

#### **T4 — TOBB — Kapasite Esasları**

Official Capacity Report rules, including validity and preparation principles.

<https://www.tobb.org.tr/HukukMusavirligi/Sayfalar/KapasiteEsaslari.php>

#### **T5 — Türkiye Ürün Kuralları Veri Tabanı — Makinalar**

Current official Turkish machinery product-rule overview.

<https://urunkurallari.ticaret.gov.tr/tr/sektorel-rehber/makinalar>

#### **T6 — Türkiye Ürün Kuralları Veri Tabanı — Makinalar / Mevzuat**

Official legislation index currently listing Makina Emniyeti Yönetmeliği (2006/42/AT).

<https://urunkurallari.ticaret.gov.tr/tr/sektorel-rehber/makinalar/mevzuat>

#### **T7 — T.C. Ministry of Trade — 2026 Import Product-Safety Controls**

Current 2026 official material continuing to reference machinery under 2006/42/AT.

<https://ticaret.gov.tr/urun-guvenligi/ithalatta-urun-guvenligi-denetimleri/ithalatta-denetimi-gerceklestirilen-urun-gruplari>

#### **T8 — T.C. Ministry of Trade — Origin / A.TR / EUR.1 Guidance**

Official guidance distinguishing free circulation from origin evidence.

<https://ticaret.gov.tr/gumruk-islemleri/sikca-sorulan-sorular/ticari/mense>

### EUROPEAN UNION

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#### **EU1 — European Commission — Machinery**

Current Commission machinery page and 2027 transition reference.

[https://single-market-economy.ec.europa.eu/sectors/mechanical-engineering/machinery\\_en](https://single-market-economy.ec.europa.eu/sectors/mechanical-engineering/machinery_en)

#### **EU2 — Directive 2006/42/EC — Consolidated Current Text**

Current Machinery Directive, including manufacturer obligations, conformity routes, partly completed machinery and electrical-hazard relationship.

<https://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CONSLEG:2006L0042:LATEST:EN:PDF>

#### **EU3 — Regulation (EU) 2023/1230 on Machinery**

Future general EU machinery framework applicable from 20 January 2027 under the current transition position.

<https://eur-lex.europa.eu/eli/reg/2023/1230/oj/eng>

#### **EU4 — European Commission — Harmonised Standards for Machinery**

Current official Machinery harmonised-standards publication and updates.

[https://single-market-economy.ec.europa.eu/single-market/goods/european-standards/harmonised-standards/machinery-md\\_en](https://single-market-economy.ec.europa.eu/single-market/goods/european-standards/harmonised-standards/machinery-md_en)

#### **EU5 — European Commission — NANDO / Notified Bodies**

Official database for notified-body scope.  
<https://ec.europa.eu/growth/tools-databases/nando/>

#### **EU6 — European Commission — EMC Directive 2014/30/EU**

Official electromagnetic-compatibility framework.

[https://single-market-economy.ec.europa.eu/sectors/electrical-and-electronic-engineering-industries-eei/electromagnetic-compatibility-emc-directive\\_en](https://single-market-economy.ec.europa.eu/sectors/electrical-and-electronic-engineering-industries-eei/electromagnetic-compatibility-emc-directive_en)

#### **EU7 — European Commission — Low Voltage Directive 2014/35/EU**

Official LVD reference for in-scope electrical equipment.

[https://single-market-economy.ec.europa.eu/sectors/electrical-and-electronic-engineering-industries-eei/low-voltage-directive-lvd\\_en](https://single-market-economy.ec.europa.eu/sectors/electrical-and-electronic-engineering-industries-eei/low-voltage-directive-lvd_en)

#### **EU8 — Directive 2014/34/EU — ATEX**

EU framework for equipment and protective systems intended for potentially explosive atmospheres.

<https://eur-lex.europa.eu/eli/dir/2014/34/oj/eng>

#### **EU9 — European Commission — Pressure Equipment Directive**

Official PED 2014/68/EU reference.

[https://single-market-economy.ec.europa.eu/sectors/pressure-equipment-and-gas-appliances/pressure-equipment-sector/pressure-equipment-directive\\_en](https://single-market-economy.ec.europa.eu/sectors/pressure-equipment-and-gas-appliances/pressure-equipment-sector/pressure-equipment-directive_en)

### **TECHNICAL STANDARDS**

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#### **ISO1 — ISO 12100:2010**

Safety of machinery — General principles for design — Risk assessment and risk reduction. Current ISO page states that the 2010 edition was confirmed in 2022 and remains current while a replacement is under development.

<https://www.iso.org/standard/51528.html>

#### **ISO2 — ISO 13849-1:2023**

Safety-related parts of control systems.

<https://www.iso.org/standard/73481.html>

#### **IEC1 — IEC 60204-1:2016 + AMD1:2021**

Safety of machinery — Electrical equipment of machines — Part 1.

<https://webstore.iec.ch/en/publication/71256>

### **GREAT BRITAIN / NORTHERN IRELAND**

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#### **UK1 — The Supply of Machinery (Safety) Regulations 2008**

Current UK legislation.

<https://www.legislation.gov.uk/uksi/2008/1597/contents>

#### **UK2 — GOV.UK — Supply of Machinery (Safety) Regulations 2008: Great Britain**

Current statutory guidance.

<https://www.gov.uk/government/publications/supply-of-machinery-safety-regulations-2008/supply-of-machinery-safety-regulations-2008-great-britain>

#### **UK3 — GOV.UK — Product Regulations by Sector / UKCA and CE**

Current 2026 marking guidance confirming UKCA/CE flexibility for machinery in GB.

[https://www.gov.uk/government/publications/product-regulations-by-sector-and-current-approaches-to-product-marking-ukca-and-ce-regimes](https://www.gov.uk/government/publications/product-regulations-by-sector-and-current-approaches-to-product-marking-ukca-and-ce-regimes/product-regulations-by-sector-and-current-approaches-to-product-marking-ukca-and-ce-regimes)

#### **UK4 — GOV.UK — Government Response on Machinery Safety Legislation**

February 2026 official position on the EU Machinery Regulation, future GB approach and Northern Ireland.

<https://www.gov.uk/government/calls-for-evidence/machinery-safety-legislation-call-for-evidence/outcome/government-response-to-the-call-for-evidence-on-machinery-safety-legislation>

### **UNITED STATES**

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**US1 — OSHA — 29 CFR 1910.212**

General machine-guarding requirements.

<https://www.osha.gov/laws-regs/regulations/standardnumber/1910/1910.212>

**US2 — OSHA — 29 CFR 1910.303**

General workplace electrical-equipment requirements.

<https://www.osha.gov/laws-regs/regulations/standardnumber/1910/1910.303>

**US3 — OSHA — NRTL Program / Products Requiring Approval**

Official applicability reference for NRTL approval.

<https://www.osha.gov/nationally-recognized-testing-laboratory-program/products-requiring-approval>

**SAUDI ARABIA**

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**SA1 — SASO — Technical Regulations**

Official technical-regulations index, including General Requirements for Machinery Safety and category-specific machinery regulations.

[https://www.saso.gov.sa/en/laws-and-regulations/technical\\_regulations/pages/default.aspx](https://www.saso.gov.sa/en/laws-and-regulations/technical_regulations/pages/default.aspx)

**SA2 — SASO — Products Tracking / Conformity**

Official conformity service for products subject to Saudi technical regulations.

[https://www.saso.gov.sa/en/sectors/product-safety/Pages/products\\_tracking.aspx](https://www.saso.gov.sa/en/sectors/product-safety/Pages/products_tracking.aspx)

**INTERNATIONAL COMMERCIAL TERMS**

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**ICCI — ICC / Incoterms® 2020**

Incoterms define matters including delivery, risk and cost allocation but do not replace the sales contract's payment or quality provisions.

<https://academy.iccwbo.org/incoterms/article/incoterms-2020-new-rules-old-problems/>

## **Better Requirement Definition. Better Manufacturer Selection. Better Buyer Control.**

A machinery supplier should be assessed against the buyer's actual application, required performance, technical configuration, production structure and destination — not simply against the supplier's catalogue.

A quotation should be compared on a common technical and commercial basis.

A payment milestone should, where commercially practical, correspond to identifiable evidence of the agreed milestone.

Production progress should be connected to the actual machine or unit.

Acceptance criteria should be defined before acceptance testing. An accepted machine should not automatically be treated as ready for shipment.

Technical documentation, tooling, spares, packing and handover should be part of the buyer's release decision.

The objective is not to certify the machine or choose a manufacturer for the buyer. It is to create a stronger evidence base for the buyer's own technical and commercial decision.

### **Hana Solution LLC**

#### **Independent Buyer-Side Sourcing & Procurement Support in Turkey**

Turkey Manufacturing Fit Assessment · Supplier Mapping & Shortlisting · Supplier Verification & Risk Screening  
· RFQ & Quote Comparison · Production Monitoring & Factory Visits · Shipment Readiness & Coordination

Buyer-Side Only · No Trading · No Supplier Commissions · [hanasolution.org](https://hanasolution.org)