

Strategic partnership  
sees **BEST MAKINA**  
team-up with  
**PIETERMAN**  
**GLASTECHNIEK**



A leading manufacturer specialized in insulated glass processing machinery, **BEST MAKINA** recently announced its new strategic partnership with **PIETERMAN GLASTECHNIEK**, a respected name in both glass technology and automation in the Benelux region. Through this agreement, the latter will act as the official distributor of the Turkish industry titan's product range in Belgium, the Netherlands and Luxembourg.



In a partnership that marks a significant step forward for **BEST MAKINA** and **Pieterman Glastechniek**, both aim to strengthen their presence in providing more localized, high-quality solutions to customers in the dynamic Benelux glass market. Indeed the collaboration will introduce products that meet European quality standards while offering a more cost-effective alternative - giving glass processors in the region access to reliable, high-performance

machinery with improved return on investment.

### **DELEGATION ON A MISSION**

A key milestone in forming this partnership was the visit of Pieterman's senior team to **BEST MAKINA**'s facilities in Türkiye. The delegation -consisting of CEO Eddy Indesteege, Account Manager Carmen Ernest and Sales Director Tim Myny- toured the factory, observed production processes and evaluated **BEST MAKINA**'s manu-

## **ABOUT BEST MAKINA**

Based in Kocaeli, Türkiye, **BEST MAKINA** has been designing and manufacturing machinery for insulated glass processing since 1999. The company combines engineering precision with innovation, exporting to more than 100 countries worldwide.



facturing techniques and strategies firsthand. The Pieterman team expressed their admiration for the professionalism, transparency, and technical depth they witnessed during the visit. One of the aspects that impressed them the most was BEST MAKINA's strong commitment to dealer protection policies, which align closely with Pieterman's values of trust and long-term collaboration. The open communication and warm hospitality they experienced further solidified the decision to move forward with the partnership.

## A SOLID REPUTATION

Over the past 26 years in developing reliable, innovative glass processing equipment, BEST MAKINA has established a strong reputation exporting to over 100 countries around the world, from East to West, including key markets in Europe. Their product range includes gas filling and non-gas filling insulated glass unit (IGU) production lines, sealing robots, stand-alone glass



**Eddy Indestege,**  
CEO at PIETERMAN-GLASTECHNIEK



**Oguzhan Kukul, Plant Manager**  
at BEST MAKINA

washing machines, glass arrising machines, spacer processing machines, and transfer solutions — all designed 100 percent in-house to meet the high standards of the modern insulated glass industry.

## WHEN COLLECTIVE INTELLIGENCE WINS

Pieterman Glastechnik, known for its deep market knowledge and technical support capabilities, will now offer BEST MAKINA's machines as part of its portfolio. The collaboration

will also focus on providing after-sales service, installation support, and training to ensure customers receive the highest level of performance and care. "We are delighted to expand our sales and service network with a company that has a 76-year history," said BEST MAKINA plant manager Oğuzhan Kukul. "Pieterman's strong presence and trusted relationships in the Benelux region make them an ideal partner to represent our brand and values," to which Pieterman Glastechnik's

Eddy Indestege added: "BEST MAKINA's equipment complements our mission to provide innovative, cost-effective solutions with strong service support for the glass industry. We are excited to bring their technology to our clients and further expand our service offering." As the industry continues to develop, this collaboration is expected to deliver greater value to customers through enhanced product availability, technical expertise, and seamless support.

## ABOUT PIETERMAN GLASTECHNIEK

Headquartered in Belgium, Pieterman Glastechnik is a leading provider of machinery, tools, and automation solutions for glass processing companies throughout the Benelux region. The company is known for its technical knowledge, responsive service, and strong industry partnerships.

## bestmakina

Makine İhtisas OSB. 15Sk. No:5  
41455 Kocaeli / TURKEY  
Tel.: +90-262-754-02-32  
info@bestmakina.com  
[www.bestmakina.com](http://www.bestmakina.com)

**Pieterman**   
GLAS- EN STEENTECHNIEK

Industrieweg 111  
3583 Paal-Beringen - Belgium  
Tel.: +32 11 42 17 75  
info@pgv-be.com  
[www.pieterman-glastechnik.com](http://www.pieterman-glastechnik.com)



# bestmakina

Common Language of Glass World...

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Insulated Glass (IGU) Production Lines

Stepped Glass Production Lines

Laminated Glass Production Lines

Automatic & Manuel Sealing Solutions

Glass Washing Solutions

Vertical Arrising Lines

Spacer Bar Processing

Transfer Solutions

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