

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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Turkey

Post: Ankara

Forest Products Success Report

Report Categories:

Export Accomplishments - Events

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Report Highlights:

Sales reports following the last forest products show Intermob 2012 Istanbul indicated that two first time visiting companies that were assisted by FAS Turkey successfully received orders. Accordingly Ike Trading of Oregon and Blue Ridge Lumber of New York sold a total of five containers of hardwood lumber and veneer quality logs with a total value of initial orders about US\$ 75,000. It is indicated that the combined sales potential of both exports is US\$ 0.5 million annually.

General Information:

FAS Turkey has assisted in participation of American Harwood export Council (AHEC) and American Soft Wood Association (ASWA) to the highly successful forest products trade show, Intermob 2012 last October in Istanbul. A total of 13 softwood and 10 Hardwood exporting companies participated in the show. For some of those companies this was their first visit to Turkey. FAS Turkey has assisted those first time visitors, along with other companies, by introducing them to local buyers, helping them to do a visit program in Istanbul, and in other cities, introduced them to possible agents and also informing them about Turkish import requirements and regulations for forest products.

FAS Turkey is pleased to inform that two of the first time visitors succeeded in receiving orders following the show. Accordingly Ike Trading of Oregon received an order for veneer quality hardwood logs; white oak, red oak and walnut, for a total of three containers with a combined value of US\$ 45,000. Blue Ridge Lumber of New York also received an order for two containers of hard wood lumber of white oak, valued at US\$ 30,000. Both companies are hopeful of future sales with potential for reaching a total of US\$ 0.5 million annually.

The US became an important supplier for Turkey for forest products in recent years due to joint marketing efforts of FAS Turkey and US cooperators and also its high quality and standards. All US forest product categories reached their record levels in 2012 with the exception of panel products due to an ongoing 24 percent anti-dumping surcharge on the US sourced OSB. Accordingly, total US forest products exports have reached US\$ 95 million during the first eleven months of 2012 up about 50 percent compared to the same period a year ago. While logs and chips imports from the US were up 49 percent, hardwood lumber imports were up 60 percent and softwood lumber, even though small in number, about 176 percent. FAS Turkey will continue to coordinate with the US cooperators such as AHEC and ASWA, and also State Departments of Agriculture of various states, such as Indiana and Pennsylvania, to assist individual exporters of forest products to increase sales of forest products to Turkey.