

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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Turkey

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FAS Turkey Supports Forestry Product Sales to Turkey

Report Categories:

Export Accomplishments - Other

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Report Highlights:

In August 2013 FAS Turkey organized a forest products buyer's mission to the U.S. in cooperation with State Agricultural Departments of Missouri and Pennsylvania. A total of four leading wood products importers participated in the program. Sales reports following the mission show that two of the buyers had agreed to buy a total of ten containers of hardwood lumber valued at \$300,000. Negotiations between the other participants and US firms are continuing with sales prospects for logs and lumber.

General Information:

Turkey's demand for wood products is increasing due to increased housing projects as a result of large domestic migration to the big cities, and also increasing production and exports of furniture. Turkey's exports of furniture increased to \$2 billion in two years from \$1.5 billion in 2011.

Neighboring countries, such as Iraq and other Middle Eastern countries, North Africa and Central Asia are the major export destinations for Turkish furniture.

The U.S. became an important supplier for Turkey for forest products in recent years due to joint marketing efforts of FAS Turkey, State Agricultural departments of hardwood products exporting states and U.S. cooperators. Last August FAS Turkey organized a buyer's mission for forest products in cooperation with Missouri and Pennsylvania Departments of Agriculture. A total of four Turkish buyers participated in the program. Sales reports following the mission shows that one of the buyers placed orders for nine containers of walnut lumber from a Missouri-based company and another buyer bought one container of red oak lumber from a Pennsylvania-based company. Total values of the purchase were about \$300,000.

All U.S. forest product categories reached record exports to Turkey in 2012 with the exception of panel products due to an ongoing 24 percent anti-dumping surcharge on U.S. sourced oriented strand board. Accordingly, total U.S. forest products exports have reached \$100 million during 2012, up about forty percent compared to 2011. While logs and chips imports from the U.S. were up 49 percent, hardwood lumber imports were up 67 percent and softwood lumber, even though small in number, about 198 percent. FAS Turkey will continue to coordinate with the U.S. cooperators such as American Hard Wood Export Counsel (AHEC) and American Soft wood Association (ASWA), and also State Departments of Agriculture of various states, such as Indiana, Missouri and Pennsylvania, to assist individual exporters of forest products to increase sales of forest products to Turkey.