



**The Union of Chambers and Commodity  
Exchanges of Turkey**

# **“CAN WE INCREASE TURKISH EXPORT TO THE US MARKET?”**



**24 January 2011  
TOBB, Ankara**



# The Union of Chambers and Commodity Exchanges of Turkey

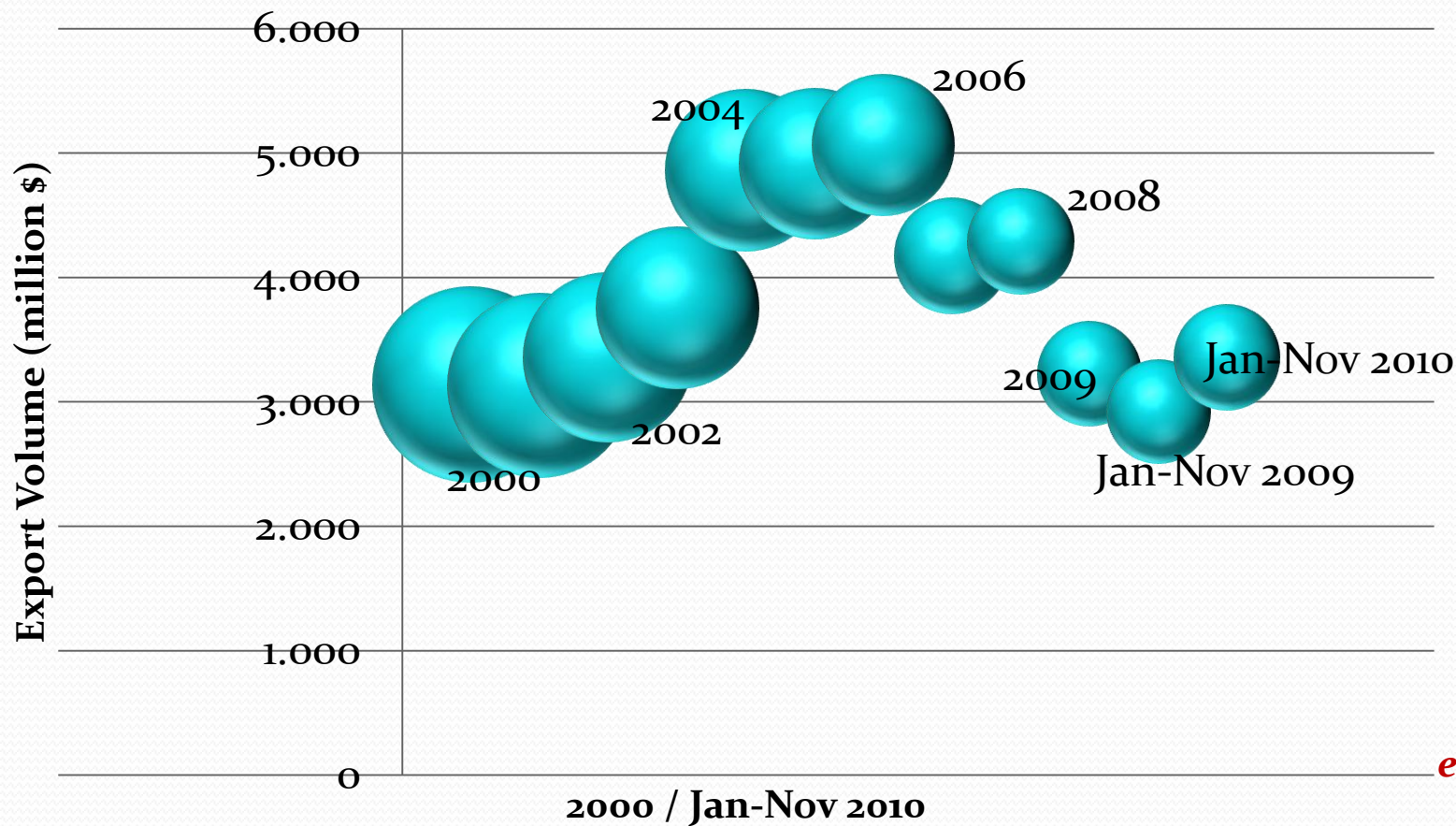
## Turkey - US Bilateral Trade Relations

Year	Overall Turkish Export (million \$)	Turkish Export to the US (million \$)	Share of US in the overall Turkish exports (%)	Share of Turkey in the overall US Import (%)
2000	27.775	3.135	11,28	0,3
2001	31.334	3.126	10,0	0,2
2002	36.059	3.356	8,5	0,2
2003	47.253	3.752	7,8	0,2
2004	63.167	4.860	7,7	0,3
2005	73.476	4.911	6,7	0,3
2006	85.535	5.061	5,9	0,3
2007	107.272	4.171	3,9	0,24
2008	132.027	4.300	3,3	0,22
2009	102.143	3.223	3,2	0,23
Jan-Nov 2009	92.088	2.916	3,16	0,24
Jan-Nov 2010	102.122	3.353	3,28	0,22

1 Jan 2005 - End of textile quotas



## Share of US in the Overall Export Volume of Turkey



*Size of the balls reflects the share of US in the overall export volume of Turkey*



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During 2000-2009 period;

- Overall Turkish export market has grown **268%**.
- Share of US exports in the overall Turkish exports has decreased from **11.28%** in 2000 down to **3.2%** in 2009.



Just to keep the  
percentage share of the US in 2000  
same,



the Turkish export to the US in 2009 has to be around  
**11 billion \$.**



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The US is an important market  
for **Turkish exporters**  
as it represents the **largest import market**  
in the world.



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## Turkey's Export by Countries (Jan– Nov 2010/Million \$)

Country		JANUARY - NOVEMBER		
		2009	2010	Change %
1	GERMANY	8.006	9.323	16,5
2	UK	4.645	5.791	24,7
3	ITALY	4.775	5.372	12,5
4	FRANCE	5.000	4.970	-0,6
5	IRAQ	4.199	4.780	13,9
6	RUSSION FEDERATION	2.570	3.695	43,7
7	<b>U.S.A.</b>	<b>2.916</b>	<b>3.353</b>	<b>15,0</b>



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## US Import from World (Million \$)

	Partner	2006	2007	2008	2009	Jan-Sep 2009	Jan-Sep 2010
	World	1.853.938	1.956.962	2.103.641	1.559.625	1.123.168	1.406.725
1	China	287.774	321.443	337.773	296.374	212.804	264.206
2	Canada	302.438	317.057	339.491	226.248	162.776	206.138
3	Mexico	198.253	210.714	215.942	176.654	125.091	168.882
4	Japan	148.181	145.463	139.262	95.804	67.610	86.756
5	Germany	89.082	94.164	97.497	71.498	50.692	59.985
<b>46</b>	<b>Turkey</b>	<b>5.359</b>	<b>4.601</b>	<b>4.642</b>	<b>3.662</b>	<b>2.658</b>	<b>3.103</b>
47	Hong Kong	7.947	7.026	6.483	3.571	2.631	3.094
48	Honduras	3.717	3.912	4.041	3.319	2.424	2.885
49	Finland	4.974	5.266	5.903	3.985	3.114	2.875
50	Congo	3.097	3.071	5.074	3.105	1.905	2.836





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## Turkey's Exports to the world (Jan-Oct 2010 / 000 \$)

	Chapters	000 \$
1.	Vehicles other than railway	11.442.967
2.	Machineries, mechanical appliances, boilers and; parts thereof	7.613.246
3.	Iron and steel	7.160.833
4.	Articles of apparel and clothing accessories knitted	6.363.885
5.	Electrical machinery and equipment	5.999.138
6.	Articles of iron and steel	3.953.174
7.	Articles of apparel and clothing acc.not knitted	3.797.341
8.	Mineral fuels and oils	3.459.747
9.	Pearls, precious stones, coin	3.192.071
10.	Plastics and articles thereof,	3.051.859





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## Turkey's Exports to the world (Jan-Oct 2010 / 000 \$)

	Chapters	000 \$
11.	Fruit	2.620.002
12.	Salt, sulphur, earth, plastering mat., lime,cement	2.107.148
13.	Aluminium and articles thereof	1.561.381
14.	Rubber and articles thereof	1.534.883
15.	Other made-up textile articles	1.491.243
16.	Furniture	1.441.551
17.	Preparations of vegetables and fruits	1.187.086
18.	Cotton. cotton yarn and cotton fabric	1.153.877
19.	Ores, slag and ash	1.062.307
20.	Knitted or crocheted fabrics	1.059.741



## Turkey's Exports to the US (Jan-Oct 2010)

### First 20 Sectors

1	Machineries, mechanical appl., boilers and; parts thereof	\$325.168.490
2	Vehicles other than railway	\$319.156.082
3	Iron and steel	\$241.989.666
4	Articles of stone, plaster or similar materials	\$186.099.935
5	Other made-up textile articles	\$173.392.088
6	Mineral fuels and oils	\$157.604.057
7	Articles of iron and steel	\$137.649.895
8	Aircraft	\$130.587.536
9	Pearls, precious stones, coin	\$117.436.230
10	Carpets and other floor coverings	\$97.881.788



## Turkey's Exports to the US (Jan-Oct 2010)

### First 20 Sectors

11	Articles of apparel and clothing accessories knitted	\$94.802.431
12	Articles of apparel and clothing acc. not knitted	\$84.697.047
13	Tobacco and manufactured tobacco substitutes	\$75.276.220
15	Man-made staple fibres	\$66.981.524
14	Fruit	\$63.900.616
16	Preparations of vegetables and fruits	\$58.731.873
17	Rubber and articles thereof	\$51.450.533
18	Ships, boats and floating structures	\$51.111.029
19	Copper and articles thereof	\$49.802.334
20	Man-made filaments	\$40.434.031



## US Import from World (Jan-Sep 2010)

### First 20 Sectors in US import from World

1	COMPUTER AND ELECTRONIC PRODUCTS	233.889.522.943
2	OIL & GAS	212.063.178.523
3	TRANSPORTATION EQUIPMENT	176.126.770.933
4	CHEMICALS	130.666.424.088
5	MACHINERY, EXCEPT ELECTRICAL	76.136.281.535
6	MISCELLANEOUS MANUFACTURED COMMODITIES	69.696.368.256
7	PRIMARY METAL MFG	57.620.402.139
8	APPAREL MANUFACTURING PRODUCTS	56.104.643.214
9	PETROLEUM & COAL PRODUCTS	52.733.737.836
10	ELECTRICAL EQUIPMENT, APPLIANCES & COMPONENTS	50.813.809.303



## US Import from World (Jan-Sep 2010)

### First 20 Sectors in US import from World

11	FABRICATED METAL PRODUCTS, NESOI	34.862.353.039
12	FOOD MANUFACTURES	30.330.205.403
13	GOODS RET TO CA (EXP); US GOODS RET & REIMPS (IMP)	29.759.336.489
14	PLASTICS & RUBBER PRODUCTS	25.724.679.646
15	LEATHER & ALLIED PRODUCTS	23.239.395.334
16	FURNITURE & FIXTURES	19.470.579.449
17	AGRICULTURAL PRODUCTS	18.061.634.653
18	PAPER	15.620.184.294
19	SPECIAL CLASSIFICATION PROVISIONS, NESOI	14.693.460.138
20	NONMETALLIC MINERAL PRODUCTS	11.947.658.174



# The Union of Chambers and Commodity Exchanges of Turkey

**Can we reach the percentage share  
of the US in Turkish export  
in 2000?**

**11.28 %**





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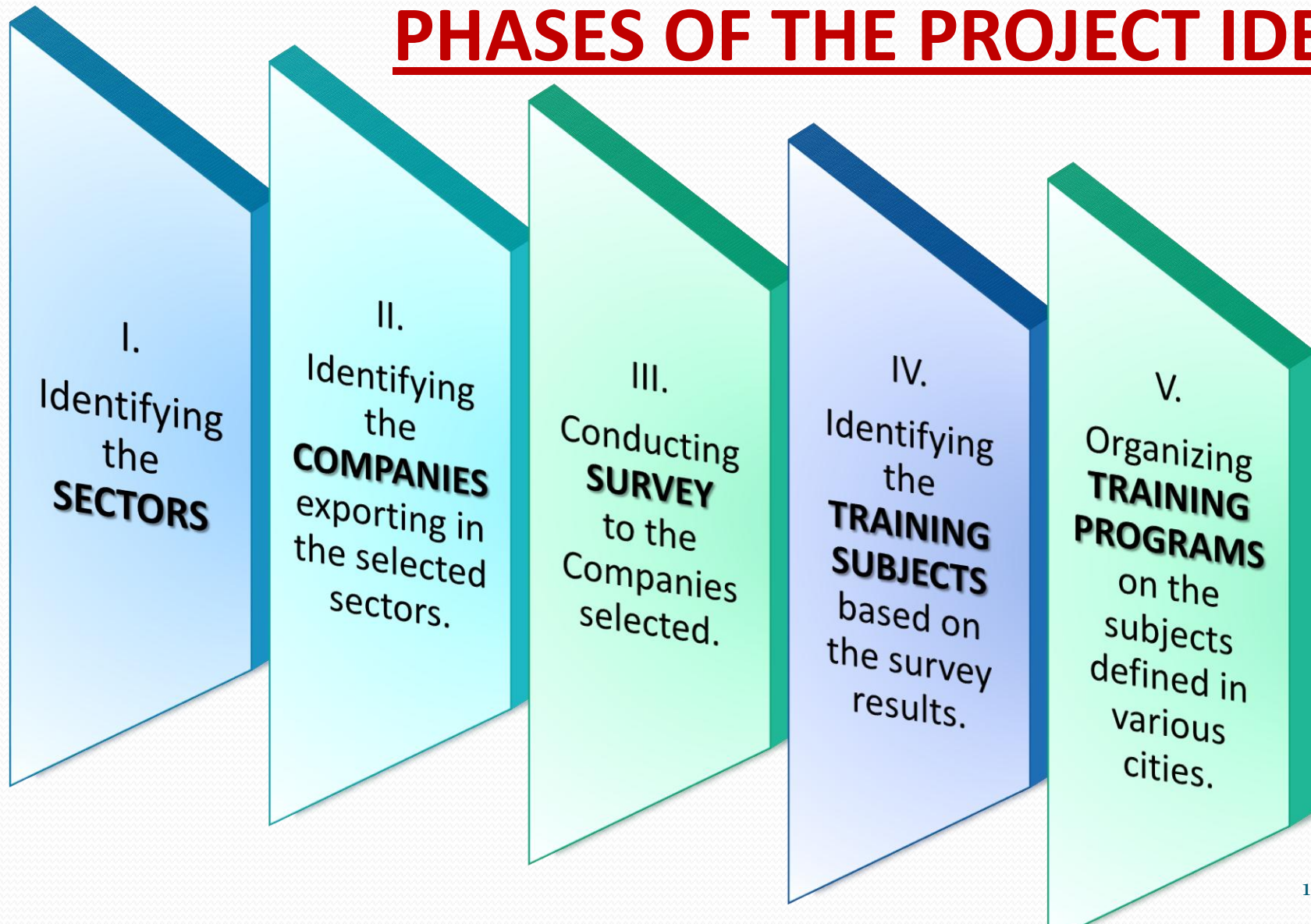


**A project idea emerged  
on the date of  
US National Security Council's  
Chief of Turkey Desk Jeff Collins' visit to TOBB  
on 6th November 2010.**





## PHASES OF THE PROJECT IDEA





## Proposed Share of Responsibilities

### TOBB

- Selecting **Sectors**
- Selecting **Companies**
- Conducting **Survey**
- Identifying **training subjects**
- All **Logistical** Details

### US SIDE

- Providing **trainers** from the US.



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