

■■■■ FAR EAST TRANSPORTATION ■■■■

Turkish flour reaches THE FAR EAST KITCHENS BY SEA



About 12 million-ton flour is being produced in Turkey. Eren Günhan Ulusoy, Chairman of the Turkish Flour Industrialists' Federation (TUSAF), underlined that export has started to rise in the flour sector in an "incredible" manner since 2003 and that flour plants are being established in the areas nearby ports. Ulusoy specified that flour is exported from Turkey to 156 countries and that the Far East is among the markets where the sector started to grow. He added that the flour industrialists prefer sea services in their ex-



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port to the Far East and that the biggest inconvenience is the constantly changing freight fees.

TURKEY BREAKS WORLD RECORD IN FLOUR EXPORT

What is the status of Turkey's flour export? What is Turkey's position in the flour trade of the world?

Turkey exports flour to 156 countries. The total number of people living in those countries exceeds 90% percent of the population of the world. Presently, Turkish flour addresses to 90% of the world. We were exporting 300 thousand tons in 2004 and we have reached our 3,5 million-ton export target for 2016 as of the yearend. There is %25 increase in quantity basis and 10% in value basis compared with 2015. Our flour industrialists that continue their leadership by a long shot in the world's flour trade provided approximately 1,1 billion-dollar input to the country in 2016. 40.2% of flour export was dispatched to Iraq as 1 million 291 thousand 162 tons. Iraq was followed by Sudan where 519 thousand 590 tons of goods were exported with 16.2% share. Syria had 10.7% share with its 343 thousand 823-ton export. Other mostly exported countries were Angola, the Philippines, Madagascar, Indonesia, Benin, Israel, and Ghana. According to the data of the

Eren Günhan Ulusoy, Chairman of TUSAF, informed that approximately 300 thousand tons of flour was imported from Turkey to 12 countries in the Far East in 2016 and said, "In the entire export, sea transport was used. This year, we aim to increase our procurement share in the Far East, as well, and realize a progress of about 5 to 10% on tonnage and value bases."

International Grains Council (IGC), Turkey that conducted alone 30% of the total flour export of the world in the 2015/16 season will increase its share in the total sales to 32.5% in the 2016/17 season.

What are your major countries of export in the Far East?

The share of the Far East market that is a significant market for Turkey in our export in 2016 is nearly nine percent. In particular, Indonesia and the Philippines are among our significant export markets. We exported approximately 190 thousand tons of flour to those two destinations in 2016. 65 percent of our Far East market consist of the export to those two countries. In addition, China is another market where we grow in terms of export. The fastest increase in the countries of our flour export took place in China in 2016. Our export to that country grew by 100% compared with 2015.



TARGET IS 10% GROWTH FOR THE FAR EAST

What are your 2017 targets for the Far East market ?

We are aiming to increase the number of the countries, which are situated on the Far East market that is among our improvable destinations, and to which we export, as well as our market share in our current export countries. Our flour industrialists that exported flour to 12 countries in the Far East in 2016 sold approximately 300 thousand tons and sea transport was used in that export entirely. This year, we aim to increase our procurement share in the Far East, as well, and realize a progress of about 5 to 10 % on tonnage and value bases.

Do you find the quality of the logistics companies sufficient in the export to the Far East?

The product we export has a strategic importance and requires the performance of extremely painstaking works in terms of delivering it to the customers. The fact that the distances causing dispatches to last minimum 20 days and that the product must not be affected by any external factor in view of human health is increasing the duties of logistics firms. In addition, they must not compromise on service quality. I would like to state that we, as the flour exporters, are content with the services of the

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logistics firms that help us deliver our products to our customers. It is not

that our industrialists encounter no problem.

However, considering the difficulty and the importance of the work conducted, we can say that the logistics firms are performing well in general sense.

"FREIGHT RATES MUST BE STABILIZED"

What are your expectations from the state and companies in logistics sense?

Through the anti-dumping suits litigated in Indonesia and the Philippines

against Turkey, the quota applied, and safe guard implementations, attempt is made to prevent the export of Turkey to that region. In this regard, we expect from the institutions to support the exporters and perform stronger lobbying. In addition, there became substantial increases in the freight rates of the container lines to the Far East ports toward the end of 2016. Works on freight on ship basis have started. The freight rates that were very stable in the past started to differ anytime in any ship trip. Another important issue is the lack of sufficient number of equipment. This setback started at the end of 2016 is still ongoing.

TÜRK UNU UZAKDOĞU MUTFAĞINA DENİZYOLUYLA ULAŞIYOR

Türkiye'de yılda yaklaşık 12 milyon ton civarında un üretiliyor. 2003'ten itibaren un sektöründe ihracatın "inanılmaz" şekilde yükselmeye başladığını vurgulayan **Türkiye Un Sanayicileri Federasyonu (TUSAF)** Başkanı Eren Günhan Ulusoy, un fabrikalarının da limanlara yakın bölgelerde kurulduğunu söyledi. Türkiye'den 156 ülkeye un ihracatı gerçekleştirdiğini vurgulayan Ulusoy, Uzakdoğu'nun da sektörün büyümeye geçtiği pazarlar arasında yer aldığını belirtti. 2016 yılında Türkiye'den Uzakdoğu'daki 12 ülkeye yaklaşık 300 bin ton un ihracatı gerçekleştirildiğinin bilgisini veren Ulusoy, "Gerçekleştirilen ihracatın tamamında deniz yolu kullanılmıştır. Bu sene de Uzakdoğu'daki tedarik payımızı arttırmayı, tonaj ve değer bazında %5-10 civarında bir ilerleme kaydetmeyi hedefliyoruz"

dedi. Endonezya ve Filipinler'de Türkiye aleyhine açılan anti dumping davaları, uygulamaya alınan kota ve safe guard uygulamaları ile Türkiye'nin bu bölgeye yaptığı ihracata engel olunmaya çalışıldığına dikkat çeken Ulusoy, sözlerini şöyle sürdürdü: "Bu konuda kumadan ihracatçıya destek olunmasını, daha kuvvetli lobi çalışması yürütmesini bekliyoruz. Ayrıca 2016 yılının sonlarında konteyner hatlarının Uzakdoğu limanlarına navlunlarında büyük artışlar yaşandı. Gemi bazında navlun çalışmaları başladı. Eskiden çok stabil olan navlunlar, bugünlerde her an, her gemi seferinde farklılık göstermeye başladı. Bir diğer önemli konu ise yeterli sayıda ekipmanın olmaması. 2016 sonlarında başlayan bu sıkıntı halen devam etmektedir."