

Turkey - undefeated champion of flour exports





Realizing 30% of the
11 million tons of flour
trade of the world
and unchanging
name of the peak,
Turkey strengthens its
solidarity with Turkish
Flour Industrialists'
Federation (TFIF).

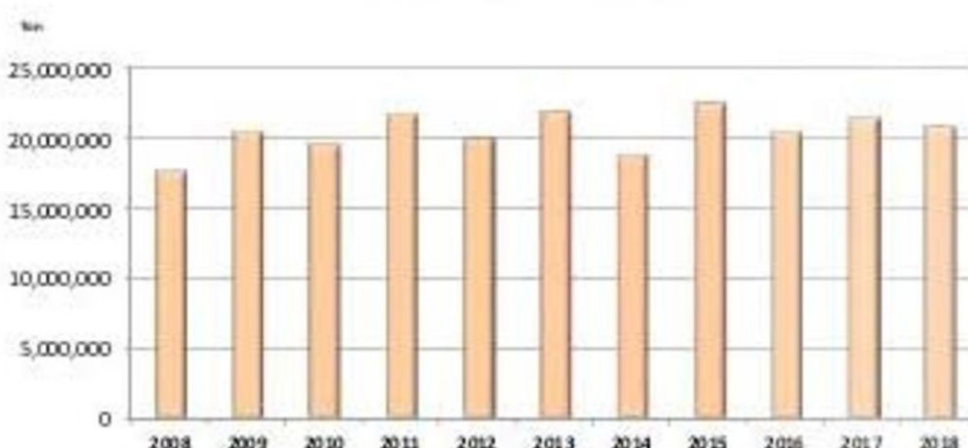


Pointing out the importance of Turkey in the flour industry with its words "Turkey is an energy bridge on the wheat export," Eren Günhan, Chairman of the Board of Turkish Flour Industrialists' Federation talked about market share of Turkey and activities of TFIF.

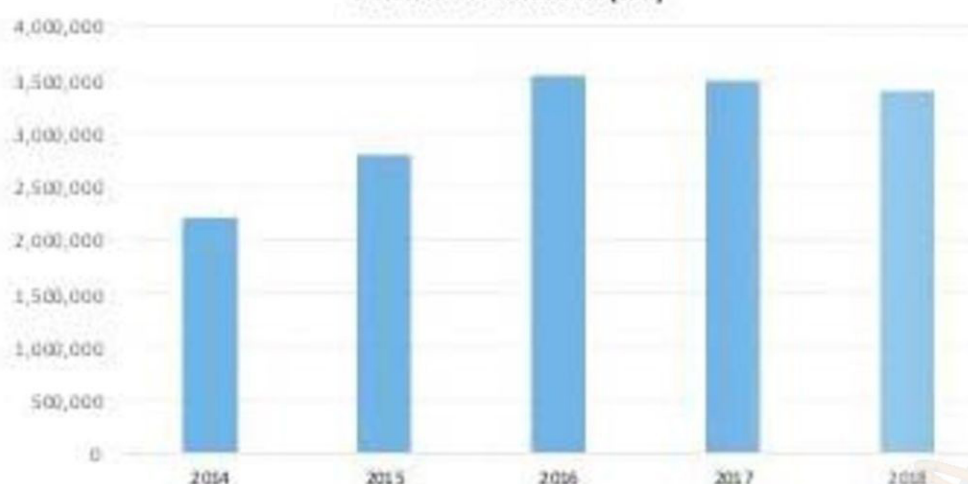
Could you mention about the building stones of Turkish Flour Industrialists' Federation, one of the biggest business world organizations of Turkey?

One of the first geographies where wheat is grown, Turkey paved the way for development of the flour industry. Although the old water mills were replaced by mechanization with the proclamation of the republic but the mechanization in this sector could not be realized until 1960s. After then incentives increased in 1980s, the flour sector got its share. The number of flour factories increased and various re-

TÜRKİYE BUĞDAY ÜRETİMİ



TÜRKİYE UN İHRACATI (ton)



gional associations were founded. As a result of common decision of the industry leaders with the thought that it would be inefficient the activities of small associations, Turkish Flour Industrialists' Federation (TFIF) was established by merging of 9 associations in 2005. 320 of the 457 members is the manufacturer, the association today represents 85% of the sector.

What do you say about mission and responsibilities of Turkish Flour Industrialists' Federation?

The job definition of the federation is to fulfill the obligations related to the flour production process such as health and quality. As well as the quality of the flour, its public awareness, the public and the public relations and doing studies related to them are among the main objectives of our federation. In this direction, we carry out various projects. We can say that our most important activity in this context is our congress work organized in Antalya every year in March / April. This year the 15th of our congress will be held.

Our congress started with 300 delegates at the beginning and there were more than a thousand delegates last year. Not only our members but also other shareholders from other industries participate in our congress. Among the participants are suppliers, baggers, wheat importers, flour milling machinery manufacturers, pesticide firms, and other shareholders that offer transportation and port services. In principle, we decided on a theme each year for the congress to take on the agendas. This year, our 15th International Congress and Exhibitions (TUSAF) will convene on the theme of Global Trade and Licensed Warehousing from 25th to 28th April.



Eren Günhan
Chairman of the Board of Turkish Flour Industrialists' Federation



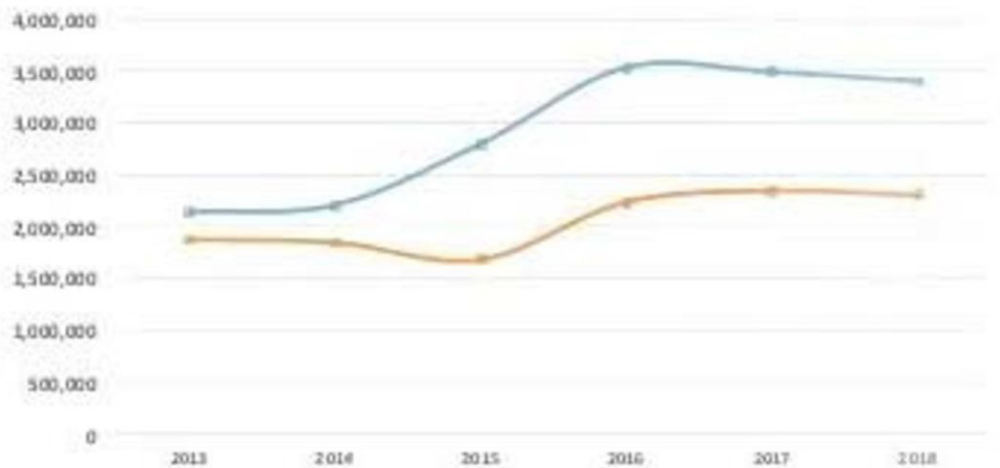
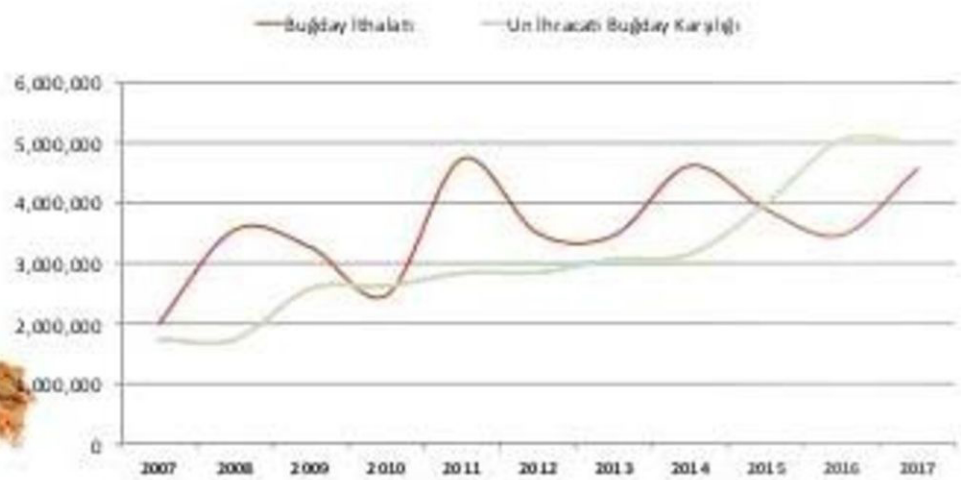


What is the total production amount of our country that is called as a wheat silo?

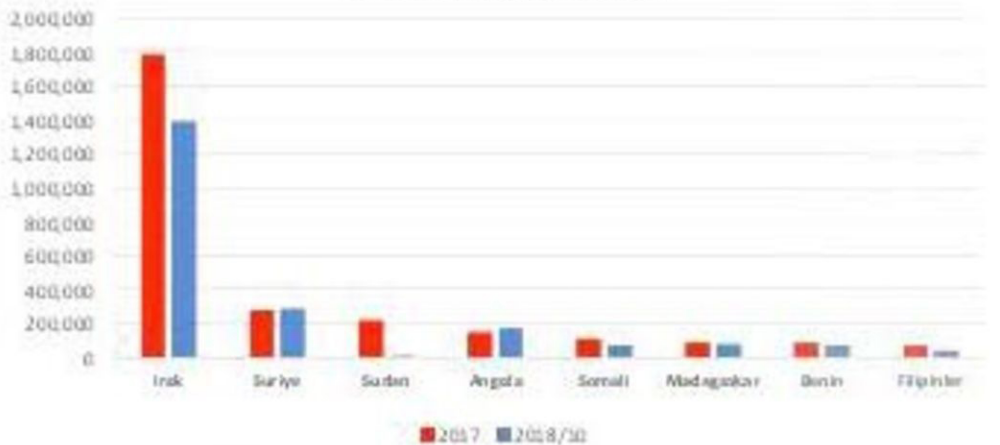
We produce an average of 20 million tons annually. Fluctuation in agriculture depends on climate conditions and the situation of cultivation sites. Fertilizer, soil analysis and certificated seed production affect on the agriculture. There is a horizontal integration almost 20 million tons in our country and the consumption is nearly 19 million tons. The more wheat import leads the way to the more flour exports.

What is the world ranking of Turkey about the flour export?

Turkey ranks top in flour trade and Kazakhstan comes next. Turkey meets 3.5% of total flour trade of 11 million tons having 30% market share. Difference between Turkey and Kazakhstan is that Kazakhstan has its own power of farming of wheat. Among the countries Kazakhstan exports flours are neighboring Afghanistan, Uzbekistan and Turkmenistan. We export flour to more than 100 countries. Iraq and Syria have important positions in our exports. Thanks to its geographical position, Turkey has a good share in the countries namely Sudan, Angola, Somali, Madagascar and Philippines. Annually 70 million tons of wheat is consumed.



ÜLKE BAZINDA UN İHRACATI



There is no wheat production in Indonesia and Vietnam. Egypt has 10 million of production and 100 million people. Turkey is located at the crossroad of the countries that have surplus and deficit for wheat. It can be said that Turkey is like an energy bridge for wheat trade in the world.

What are the general hardships encountered in the flour exports?

Flour is a product while wheat is a commodity. You can store wheat

for three years without processing, but when it is converted to flour, its shelf life diminishes by 6 months because the wheat is more qualified than flour. Flour can be stored and transported as easy as copper and silver. You cannot load flour in container and you have extra costs for packing and bagging and others. It is impossible to mix with other products again and get them back later. For this reason, wheat trade in the world is more common than flour trade volumes. In the end, Turkey

has a mission to act a bridge in this regard. So, we are the first in flour exports in the world.

What would you say about machine investment and technological developments in the flour industry of Turkey?

The growth of flour milling productions and capacities has become an important dynamism behind the development of machinery industry in Turkey. There was no national supplier of flourmills by the 80's. There were only a few firms producing parts for those machines. The industry was conquered by Germans and Italians. In line with the growing demand for the establishment of factories its supplier industries have also been developed.

The manufacturers of flour milling machinery in Trane, Antep, Eskisehir and Corum produce synergy by cooperating among themselves. Brand image for these firms will emerge in the future. They have product qualities up to the world standards in their efforts both in supply and in production and in product varieties. We are ahead of most of the countries in European Union.

How is the quality and diversity of flour produced in Turkey?

The diversity dominates in the European because the demands are that way. We are an expert in industrial products and bread types but we are not experienced in none-wheat products. I think that if the European Union market were open to Turkey, our country would be developed in this area.

