

## D. Country Exports

There is no support system particularly designed to encourage export of oilseed products. However, all exporters of foodstuffs, and many other products as well, can use subsidized pre-financing credits from Turkish banks. For some foodstuffs, such as olive oil, exporters are charged a certain percentage of tax to preclude olive oil exporters from damping their export price.

## MARKET OPPORTUNITIES FOR CANADIAN PRODUCT

Sales potential for sunflower, sesame seeds, and soybean oil always exist.

Turkey imports oilseeds for crushing purposes, and other oilseed products to be used as inputs in production of margarines and other edible oils. End products, i.e. ready for consumption, are not imported. There is no negative attitude or reaction to the image and/or quality of Canadian products. The product is enhanced by attractiveness/competitiveness of price, regardless of the country of origin. Therefore higher freight cost from Canada to Turkey is the only negative factor which may affect adversely the sales potential of Canadian oilseed products Turkish market.

Individual visits by Canadian exporters, or outgoing missions, whose members are determined to follow up on inquiries would be required to succeed in the Turkish market.