

Visits by Canadian Representatives

The Turkish market and Turkish foreign trade and exchange regulations are subject to rapid changes. No matter how efficient and reliable an agent or distributor may be, regular visits by representatives of Canadian principal firms are essential.

Turkish government and private-sector customers welcome visits from manufacturers' representatives. Such visits can accelerate finalizing orders that may have been under discussion for months. Canadian manufacturers should also encourage visits to their plants by their agents/distributors and should be ready to entertain visiting Turkish government officials and business clients.

Buying Seasons

There are no specific buying seasons.

Correspondence and Trade Literature

Correspondence and trade literature can be in either English or French, but technical leaflets, catalogues and instruction manuals should be in Turkish. Weights and measures should be in the metric system.

Price Quotations

Prices should be quoted in Canadian or U.S. dollars, f.o.b. and c.i.f. port of discharge. Quotations should indicate the separate values of goods, insurance and freight. Cost, insurance and freight prices must be strictly maintained (even if this means an adjustment of invoice prices on individual items). Customers in both the public and private sectors insist on quotations for a fixed period rather than price escalation clauses, since it is difficult to raise the amount of foreign exchange required after an import licence has been issued.