

Animal feed producers are registered with the Chambers of Industry of the province in which they are based.

FINANCING

Importers use commercial loans from Turkish banks, and usually pay by opening letters of credit. Some importers pay on cash against goods or on a document basis as well. Exporters of oilseed products can use subsidized pre-financing credits from Turkish banks. EDC terms for oilseed products exports to Turkey are not known.

US Government has provided funding to Turkey for a period of over 10 years from its Commodity Credit Corporation. EDC has indicated interest in providing to the Turkish Government a similar package at matching rates for Canadian grain exports to Turkey. The offer is not yet evaluated, and it is not known whether it may be used for imports of Canadian oilseed products to Turkey.

In some years Turkey has received aid from the U.S.A. for importation of soybean and its oil, and grains.

All major Canadian banks have a correspondent bank in Turkey. No Canadian bank has a branch or representative office in Turkey.

OTHER COMMENTS AND TIPS FOR CANADIAN OILSEED EXPORTERS.

Close and continuous liaison with Turkish importers is required should an exporter wish to be successful. There is stiff competition especially from U.S. and European suppliers.

For Further Information Contact:

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