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Voluntary Public

Date: 9/4/2018

GAIN Report Number: TR8021

Turkey

Post: Ankara

Turkish Market Re-Opened for U.S. Dairy Products Exports

Report Categories:

Dairy and Products

Sanitary/Phytosanitary/Food Safety

Approved By:

Elizabeth Leonardi, Agricultural Attaché

Prepared By:

Sinem Duyum, Agricultural Specialist

Report Highlights:

After years of negotiation to re-open the market for U.S. dairy products to be exported to Turkey, agreement on a new certificate was reached. As of July 31, 2018, the market is now open for dairy products for human consumption sourced from the United States from cows, ewes, goats and buffalo to be exported to Turkey. Turkey is a large dairy producer but also imports around \$200 million each year in specialty products such as cheese, butter, infant formula, and lactose. Before the certificate expired, Turkey's imports of U.S. dairy products had reached \$24.2 million in 2014, the bulk of which was butter.

Turkish Market Opened for U.S. Dairy Products Exports

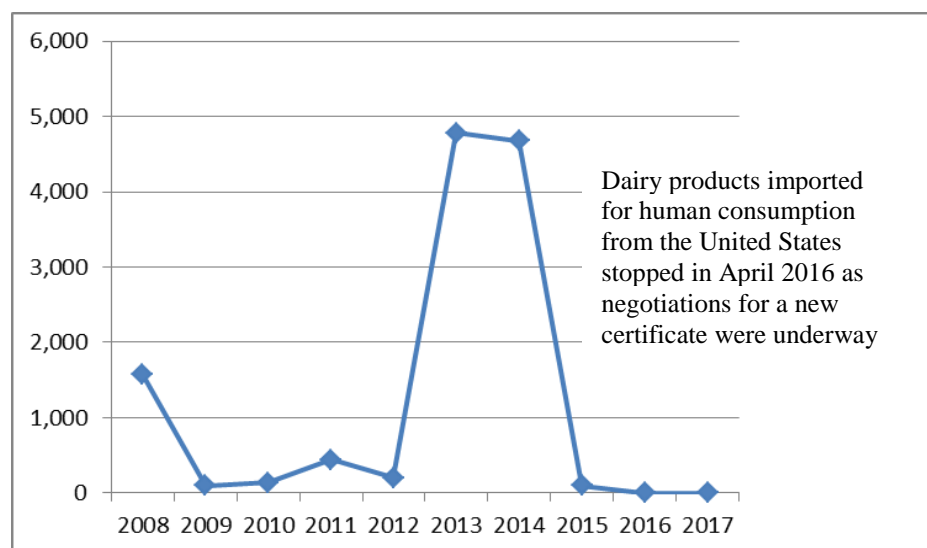
The United States can now export dairy products to Turkey once again, after a lapse in market access for a period of nearly three years during which a new certificate was under negotiation with the Turkish officials. Final agreement on the new health certificate has been reached, and the updated health certificate can be found on the Turkish Government's website [here](#) or by clicking [here](#) to download it directly. Information on exporting dairy products from the United States can be found from the [USDA Agricultural Marketing Service](#), along with the [country-specific requirements](#) for exporting dairy products to Turkey.

The new certificate, entitled: VETERINARY HEALTH CERTIFICATE FOR EXPORT OF DAIRY PRODUCTS (DERIVED FROM MILK OF COWS-EWES-GOATS-BUFFALOES) INTENDED FOR HUMAN CONSUMPTION FROM THE UNITED STATES OF AMERICA TO THE REPUBLIC OF TURKEY went into force on July 31, 2018.

The dairy exports from the United States to Turkey were halted on March 31, 2016 when no further extensions were granted for the use of the previous certificate for products from the United States while negotiations for a new certificate were ongoing. For more information, please see the GAIN report dated 4/5/2016 [here](#).

While Turkey is a major producer of dairy products, they also import dairy products, particularly cheese, butter, and infant formulas. Turkey imported a total of 41,000 MT (\$213 million) of dairy products in 2017, which is 12 percent lower in than the previous year. The most imported dairy product was infant formulas (HS code 1901 Food Preparations for Infants, Retail Sale Nesoi), and then butter and cheese commodities.

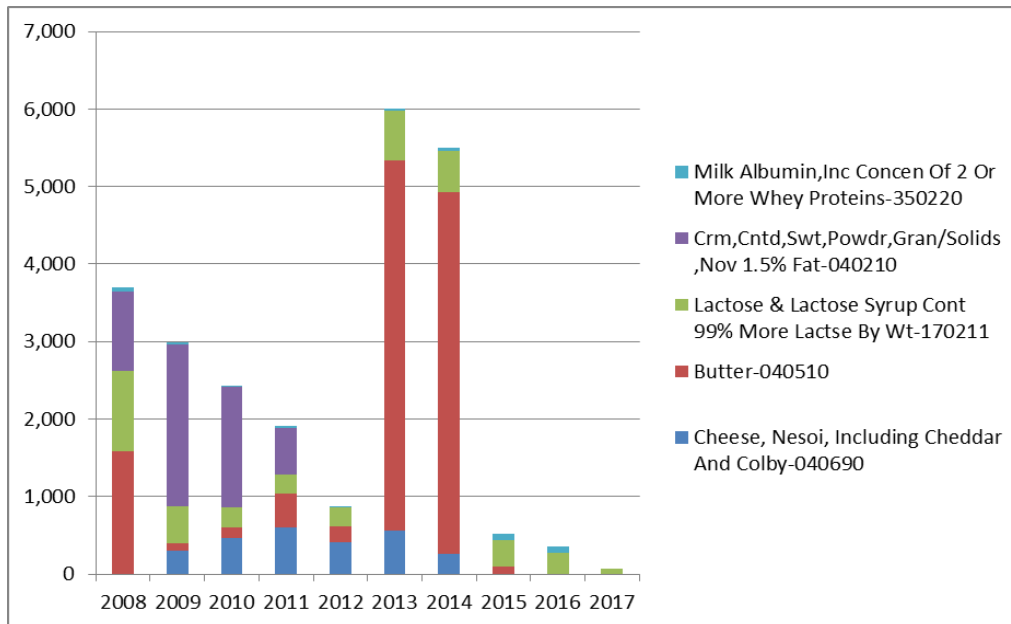
Chart 1. U.S. Dairy Products Exports to Turkey from 2008-2018, MT



Source: Global Trade Atlas, 2018

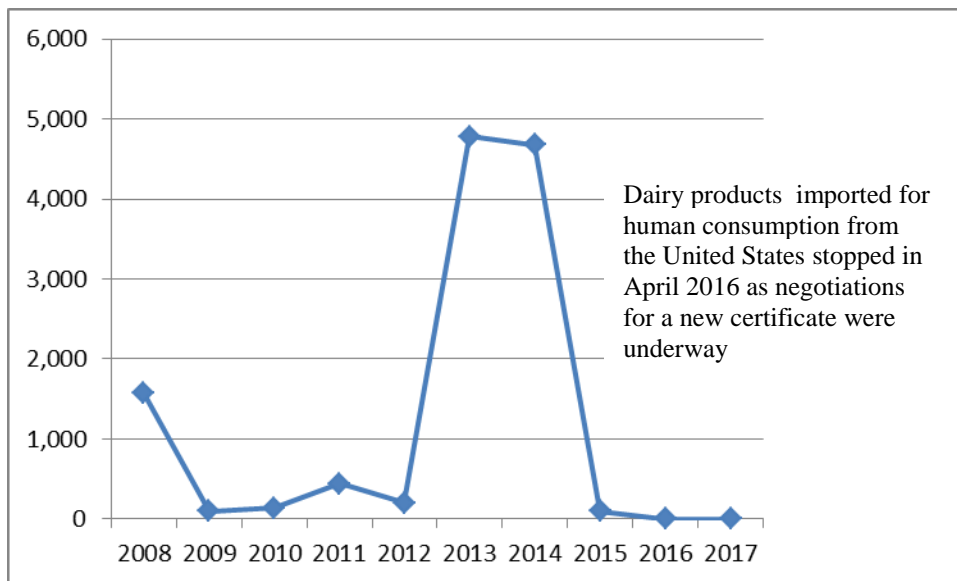
Dairy products imported from the United States slowed in 2015 due to uncertainty related to short-term extensions allowing use of the previous certificate, and then they ceased in April 2016 as negotiations for a new certificate were underway. Only lactose for pharmaceutical purposes was imported after that date.

Chart 2. Top Imported Dairy Products from the United States to Turkey (MT)



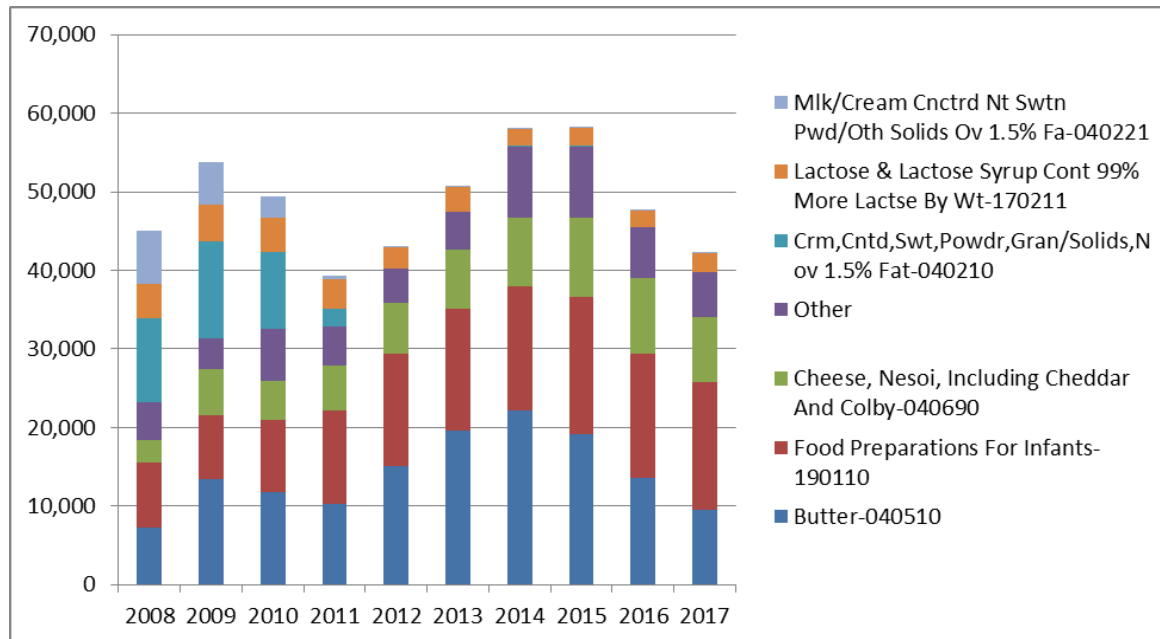
Source: Global Trade Atlas, 2018

Chart 3. Butter Exports from the United States to Turkey (MT)



Source: Global Trade Atlas, 2018

Chart 4. Imported Dairy Products to Turkey from All Countries (MT)



Source: Global Trade Atlas, 2018

Table 1. The Top Dairy Products Exporting Countries to Turkey (MT)

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Country 10 Year Total
Germany	4,883	5,192	7,275	7,089	8,081	9,713	9,593	6,881	6,269	3,940	68,916
Poland	2,849	3,807	3,845	4,355	5,447	6,087	8,571	9,758	8,393	8,408	61,520
New Zealand	1,308	1,741	2,190	4,369	4,060	6,241	11,831	9,438	5,391	1,506	48,075
Turk. Rep. of N Cyprus	2,107	3,121	2,538	3,338	4,025	4,411	6,012	6,169	6,230	5,617	43,568
Ireland	896	2,491	3,291	2,027	3,217	2,978	2,421	7,052	6,501	5,996	36,870
Netherlands	4,308	3,801	4,703	2,902	5,254	2,145	1,853	2,876	1,658	1,490	30,990
Switzerland	1,246	5,831	6,997	3,779	3,407	760	1,141	1,707	1,666	486	27,020
United States	3,707	3,064	2,453	2,050	875	6,037	5,518	524	355	81	24,664
France	4,405	3,683	1,445	1,153	1,035	1,527	2,830	2,787	2,151	1,685	22,701
Ukraine	9,65	3,90	1,76	905	20	16	11	734	675	4,54	22,227

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Australia	305	5,267	2,003	654	1,310	2,903	538	948	53	0	13,981
Portugal	1,373	1,424	1,526	1,352	1,527	2,338	2,180	1,492	414	153	13,779

Source: Global Trade Atlas, 2018

Turkey exported 72,000 MT (\$139 million) of dairy products in 2017, which is eight percent higher than the previous year and mostly to Iraq, Saudi Arabia, and Qatar. The most exported products are HS code 0401, 0402, and 0406 such as whey, milk and cream, and cheese.

Tariffs

Turkey's tariffs on dairy products range from 0-180 percent, see table below for specific rates. Turkey also has zero duty quotas for dairy imports from the European Union, up to 3,700 MT for butter, 20 MT for milk and cream, 2,000 MT for cheese. Turkey's tariff rates are published each January and can be found [here](#). Updates and product specific tariffs are available by searching by HS code [here](#). Tariffs for the United States are listed under Other Countries (D.Ü. in Turkish).

Table 2. Tariff Rates for the Most Frequently Imported Dairy Products to Turkey

HS Codes	Commodity	EU* EFTA Faroe Islands	Georgia	Bosnia Herz.	South Korea	Malaysia	Singapore	D-8	Other Countries, incl. USA
040210	Milk. Crema. Cntd. Swt. Powdr. Gran/ Solids. Nov 1.5% Fat	180	180	0	180	180	180	180	180
040510	Butter	180	180	0	180	180	180	180	180
040620001000	Graviera	43	45	0	45	45	45	45	45
040620002000	Chester. Parmesan. Dutch and etc.	43	45	0	45	45	45	45	45
040620009000	Other cheeses	138	140	0	140	140	140	140	140
040690210000	Cheddar	43	45	0	45	45	45	45	45
1702110010	Lactose	18.9	18.9	0	18.	18.9	18.9	18.	18.9

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1702110020	Lactose Syrup	135	135	0	135	135	135	135	135
040291	Milk And Cream. Concentrated. Not Sweetened. Nesoi	180	180	0	180	180	180	180	180
3501901000	Casein Glue	0	0	0	0	0	0	4.8	8.3
3501909000	Sodium Caseinates	0	0	0	0	0	0	2.9	6.4
3501909000	Other Caseinates	0	0	0	0	0	0	2.9	6.4
350710	Rennet and concentrates thereof	0	0	0	0	0	0	2.2	6.3

Source: Turkish Custom Code, 2018. Note: *There are quotas for duty free access for the EU before these tariffs apply. D-8 countries include Bangladesh, Egypt, Nigeria, Indonesia, Iran, Malaysia, and Pakistan. The United States is included in the “Other Countries” category.

Products Allowed for Import from the United States

The HS codes covered under the new certificate include:

- **04.01;** Milk And Cream. Not Concentrated Nor Sweetened.
- **04.02;** Milk And Cream. Concentrated Or Containing Added Sweetening
- **04.03;** Buttermilk. Curdled Milk And Cream. Yogurt. Kephir Etc.. Whether Or Not Flavored Etc. Or Containing Added Fruit Or Cocoa
- **04.04;** Whey And Other Products Consisting Of Natural Milk Constituents. Whether Or Not Concentrated Or Sweetened. Nesoi
- **04.05;** Butter And Other Fats And Oils Derived From Milk
- **04.06;** Cheese And Curd
- **17.02;** Sugars Nesoi. Including Chemically Pure Lactose. Maltose. Glucose And Fructose In Solid Form; Sugar Syrups (Plain); Artificial Honey; Caramel
- **19.01;** Malt Extract; Food Preparations Of Flour. Meal Etc. Containing Under 40% Cocoa Nesoi; Food Preparations Of Milk Etc. Containing Under 50% Cocoa Nesoi
- **21.02;** Yeasts; Other Single-Cell Micro-Organisms. Dead (Other Than Medicinal Vaccines Of Heading 3002); Prepared Baking Powders
- **21.05;** Ice Cream And Other Edible Ice. Whether Or Not Containing Cocoa
- **21.06;** Food Preparations Nesoi
- **28.35;** Phosphinates (Hypophosphites). Phosphonates (Phosphites). Phosphates And Polyphosphates
- **35.01;** Casein. Caseinates And Other Casein Derivatives; Casein Glues
- **35.02;** Albumins (Incl Concentrates Two/More Whey Proteins. Contng By Weight More Than 80% Whey Proteins Calculated On Dry Matter). Albuminates & Oth Albumin Deriv
- **35.04;** Peptones And Derivatives; Other Proteins And Derivatives. Nesoi; Hide Powder.

Chromed Or Not

Further Information on Exporting to Turkey

For questions about accessing the Turkish Market and for details on the requirements, please refer to our [Exporter Guide](#) to Turkey and FAS Turkey reports [on Food and Agricultural Import Regulations and Standards Country Report](#) and [Export Certificate Report](#). The U.S. Foreign Commercial Service also gives some general information on [import procedures](#) and [doing business in Turkey](#). Most of Turkey's laws and regulations are harmonized with the EU, though not everything is the same, which can complicate trade. Labeling requirements should be taken into consideration as well.

Please review our Turkish [Food Retail Sector Report](#) to better understand the retail market structure and distribution channels and opportunities, as well as the Turkey [Food Processing Ingredients Report](#). For other agricultural industry reports on Turkey and other countries in the world you may visit the Foreign Agricultural Service (FAS) [webpage](#). Contact our office via the information below:

Office of Agricultural Affairs Unites States Department of Agriculture U.S. Embassy Ankara 110 Ataturk Bulvari. Kavaklidere. 06100 Ankara. Turkey Phone: +90 3124577393 agankara@usda.gov	Office of Agricultural Affairs Unites States Department of Agriculture U.S. Consulate General Istanbul Ucsehitler Sokak No:2. Istinye. 34460 Istanbul. Turkey Phone: +90 21233 9068 agistanbul@usda.gov
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