



MINISTRY OF ECONOMY

ORGANIZATION OF EXPORT SECTORS & QUALITY MANAGEMENT TRAINING & PUBLIC-PRIVATE COOPERATION

DG PRODUCT SAFETY AND INSPECTION

**Korkut Yavuz, Chief of Section
Tashkent, July 2016**



- SECTION 1 – EXPORTERS ORGANIZATIONS
 - Exporters Associations
 - Turkish Exporters Assembly
- QUALITY MANAGEMENT AND TRAINING IN COMPANIES
- PUBLIC – PRIVATE COOPERATION

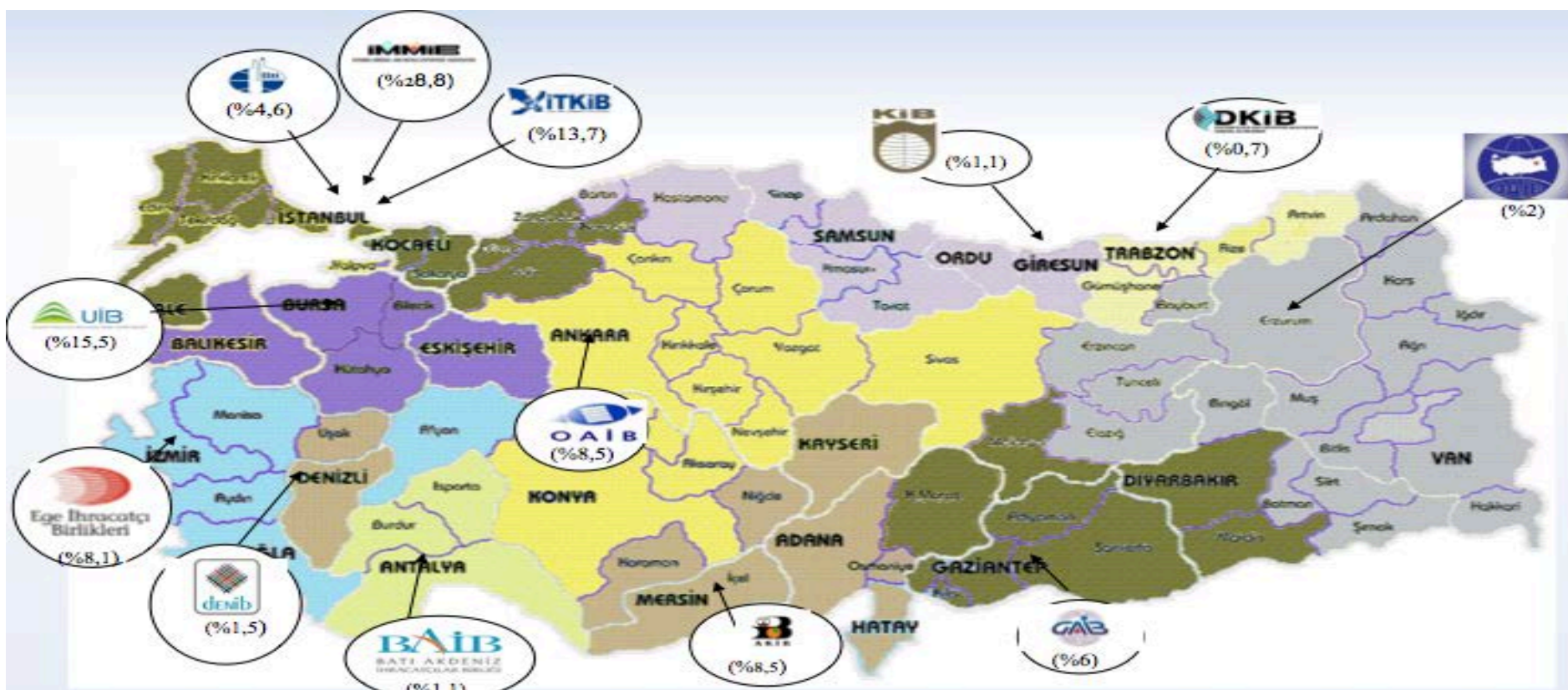


SECTION 1 – EXPORTERS ASSOCIATIONS

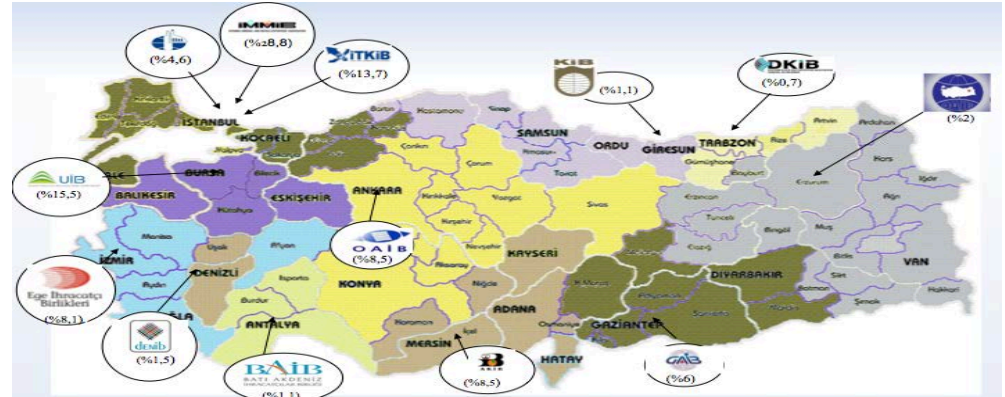
Turkish exporters are organized

- under 60 separate Exporters Associations
- that operate in 26 different sectors and 11 provinces
- and brought together under 13 General Secretariats.

Map of Exporters Associations according to their regions and share in exports:

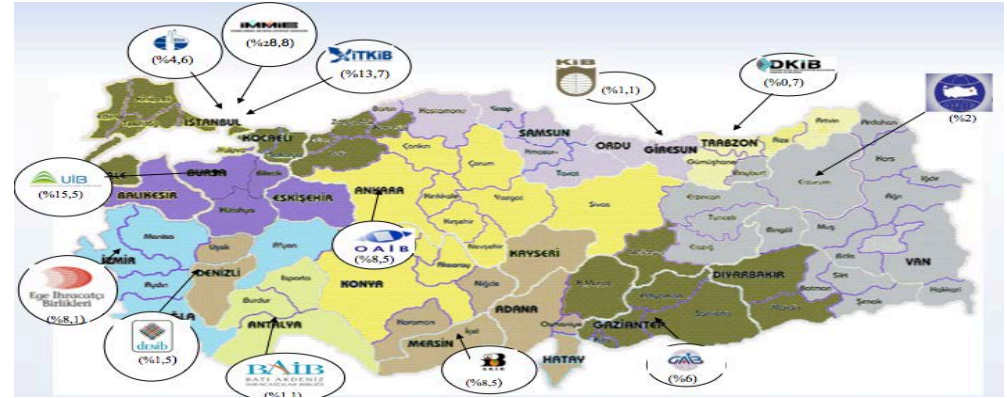


HISTORY



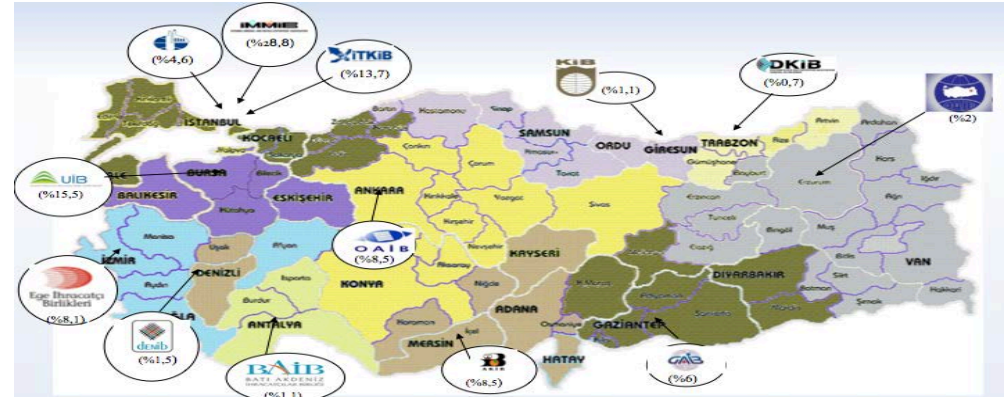
- 1936: Legal basis for the establishment of Exporters associations.
- 1937: Eastern Provinces Livestock Exporters Association Inc. was established to improve the exports of livestock to the Soviet Union.
- 1980: Transition to export-oriented growth
- 2009: Re-organization of Exporters Associations

LEGAL BASIS



- Law No. 5910 on the Establishment and Duties of the Turkish Exporters Assembly and Exporters Associations
- Directive on the Establishment and Duties of the Turkish Exporters Assembly and Exporters Associations
- Directive on Human Resources
- Directive on the Human Resources Exam
- Rules of Procedure for the Administration, Financial Management and Staffing

DUTIES & RESPONSIBILITIES



- Assisting exporters in solving economic and bureaucratic problems, approving export customs declarations, etc.
- Carrying out the tasks commissioned by the Ministry of Economy in relation to the utilisation of government aid for export sectors and inward processing procedures.
- Organizing the participation of Turkish firms to international fairs.
- Establishing and assisting vocational institutions that operate in the relevant sector.

ESTABLISHMENT PROCESS & REQUIREMENTS



- Application of a minimum of 75 exporters that operate in the same sector.
- The aggregate export volume of the applicants must reach a minimum of \$100 million for the last 2 calendar years (\$200 million industrial sectors)
- The individual export volume of all applicants must not be lower than 20% of the sector average.

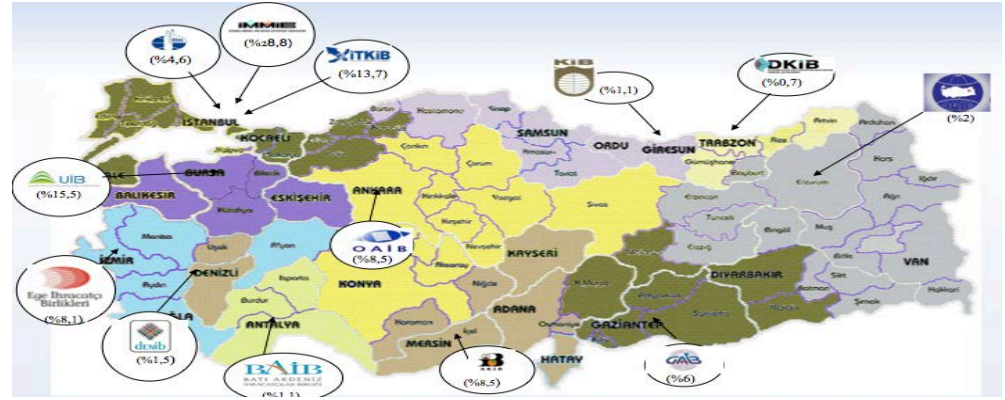
If these requirements are met, the establishment of the new Exporters association is proposed by the Turkish Exporters Assembly and subject to approval of the Ministry of Economy.

MEMBERSHIP



- Membership of exporters to the relevant Exporters Association is MANDATORY.
- Membership to more than one Exporters Association is possible, but not mandatory.
- Exporters can only utilize the services of the Exporters Association to which they hold membership. However, all Exporters Associations are obliged to deliver export-related services to all exporters, regardless of their membership status.

ORGANIZATIONAL STRUCTURE



- General Assembly
- Board of Directors
- Auditors
- General Secretariat

ORGANIZATIONAL STRUCTURE



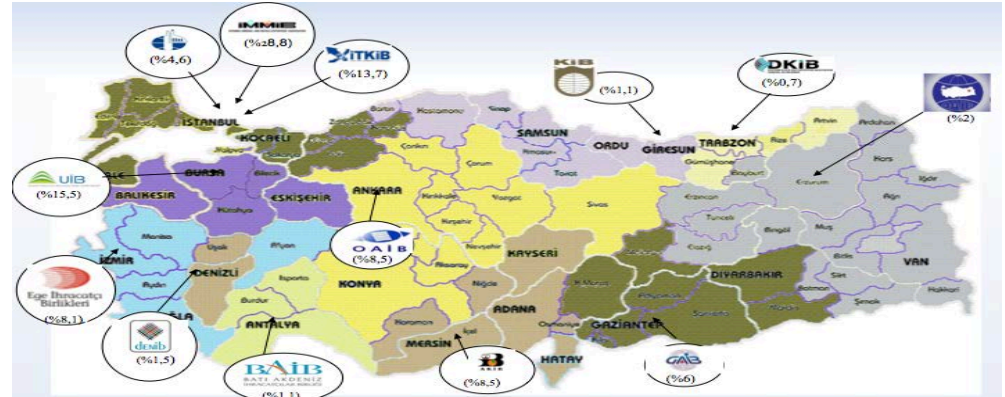
- General Assembly →
 - Board of Directors
 - Auditors
 - General Secretariat
- Comprises all members
 - Highest authority
 - Elects the Board of Directors and Auditors
 - Establishes the Work Programme
 - Takes other decisions in accordance with the agenda.

ORGANIZATIONAL STRUCTURE



- General Assembly
- Board of Directors →
- Auditors
- General Secretariat
- 1 President + 10 Full Members (& 10 reserves) elected by the General Assembly for a term of 4 years.
- Executes out the Work Programme approved by the General Assembly.
- Prepares the agenda of the General Assembly and notifies the members.
- Takes decisions related to staffing, appoints the Secretary General and his/her staff.
- Proposes the entry/annual membership fees and takes decisions on the price of other services provided by the Exporters Association.

ORGANIZATIONAL STRUCTURE



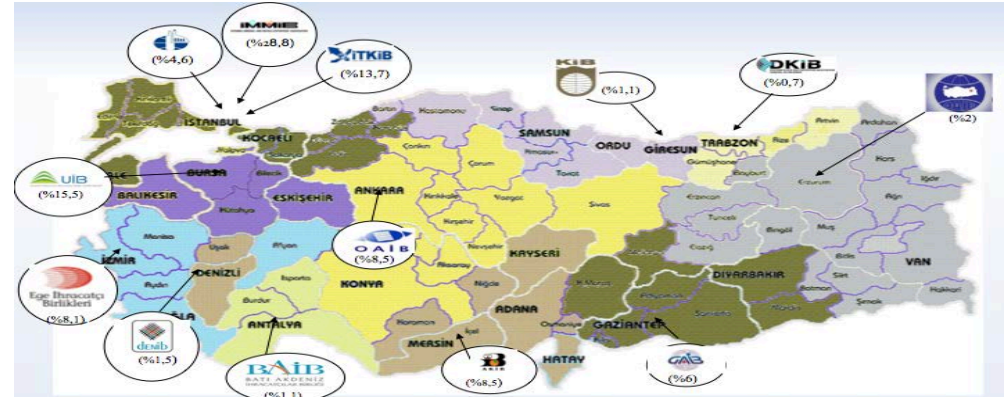
- General Assembly
- Board of Directors
- Auditors →
- General Secretariat
- 3 Full Members (& 3 reserves) elected by the General Assembly for a term of 4 years.
- Inspects the Exporters Associations' accounts and transactions on a continuous and regular basis.
- Prepares quarterly audit reports.

ORGANIZATIONAL STRUCTURE



- General Assembly
- Board of Directors
- Auditors
- General Secretariat →
- 1 Secretary-General + maximum 3 Deputy Secretary Generals assigned by the Board of Directors and approved by the Ministry of Economy) + sufficient administrative staff (who are subject to labor law)
- Carries out the daily operations and management of the Exporters Association.

REVENUE & BUDGET



- **Entry fee:** One time payment made during membership application. The amount is decided by the General Assembly.
- **Annual fee:** Annual payment made by all members of the Exporters Association. The amount is decided by the General Assembly.
- **Export fee:** A fraction (between %0,02-%0,1) of the FOB value of every export. The percentage is decided by the General Assembly.
- **Other sources:** Revenue from the organization of national participation to international fairs and other services.



SECTION 1 – TURKISH EXPORTERS ASSEMBLY



TURKISH EXPORTERS ASSEMBLY



- **TIM was established in 2009 to coordinate and facilitate collaboration between Exporters Associations and to represent exporters at the highest level.**
- **TIM's organizational structure consists of a General Assembly, Board of Directors, Auditors and General Secretariat.**
- **Its budget is funded by an 8% cut from the annual revenue of the Exporters Associations.**

QUALITY

Product Quality

- Taste & Smell
- Intact
- Sound
- Clean
- Sufficiently developed
- Free pests, blemishes and mould
- Packaging
- Labelling

PRODUCTS THAT DO NOT MEET THE MINIMUM REQUIREMENTS OR ARE INCORRECTLY LABELLED CANNOT BE EXPORTED!

Quality Management

- Quality planning
- Quality assurance
- Quality control
- Quality improvement

LOWER % OF PHYSICAL CHECKS FOR COMPANIES THAT;

- RECRUIT A QUALITY INSPECTOR
- OPERATE ACCORDING TO A QUALITY MANAGEMENT SYSTEM

QUALITY

Product Quality

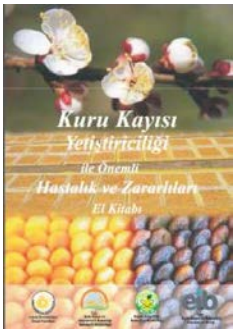
Training and certification of Quality Inspectors



Every inspection is an opportunity for hands-on training!



Brochures & Booklets



Quality Management

Quality Inspectors are responsible for quality control, which is an essential part of quality management. Firms with Quality Inspectors are classified as C



Inspections also cover quality management certificates. We accept ISO 9000, ISO 22000, HACCP, BRC, IFS, etc. Firms with QMS certificates are classified as B.

The Turkish quality management certification market is open to private companies. Training is a pre-requisite for certification. Note that all quality management systems include rules on continuous training and improvement.



SECTION 3 – PUBLIC PRIVATE COOPERATION

Communication is essential. Exporters should be aware that quality controls at export stage are done to

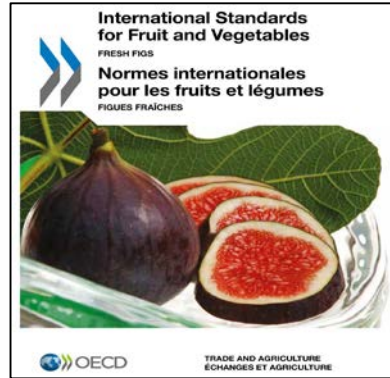
- eliminate the risk of rejection by importing country
- improve the product & country image
- increase the competitiveness of the sector
- contribute to sustainable growth of exports

Public-private cooperation comes naturally when all parties agree on these factors.

Standard Setting



Training



Joint Events



Standard Setting



AT NATIONAL LEVEL

- The MoE cooperates with Exporters Associations to ensure that suggestions made by exporters are taken into consideration.
- These suggestions are collected, harmonized and sent to TSE through MoE.

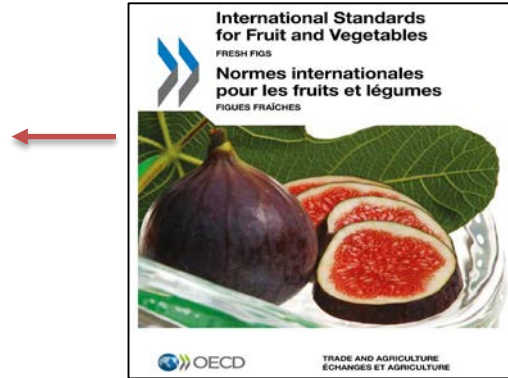


AT INTERNATIONAL LEVEL

- Turkish exporters are aware of the importance of UNECE standards. Turkey's official position during UNECE standardization meetings reflect the interest of Turkish exporters.
- Turkish exporters are invited to attend UNECE meetings to support MoE.

Training

- Many training brochures were made possible thanks to the contribution of the Exporters Association.



- MoE offers training for the private sector so they can inspect themselves.

Joint Events

- The 62nd Meeting of the UNECE Specialized Session on Standardization of Dry and Dried Produce took place in İzmir, Turkey in 2015. The event was co-hosted by the Aegean Exporters Association and the Ministry of Economy.
- Turkish Exporters provided over 200 kgs of hazelnuts, dried figs, dried apricots and pistachios for the Dry and Dried Produce Exhibition organized by UNECE in April 2015.





THANK YOU!!!

Lets keep in touch.

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