



FLORICULTURE



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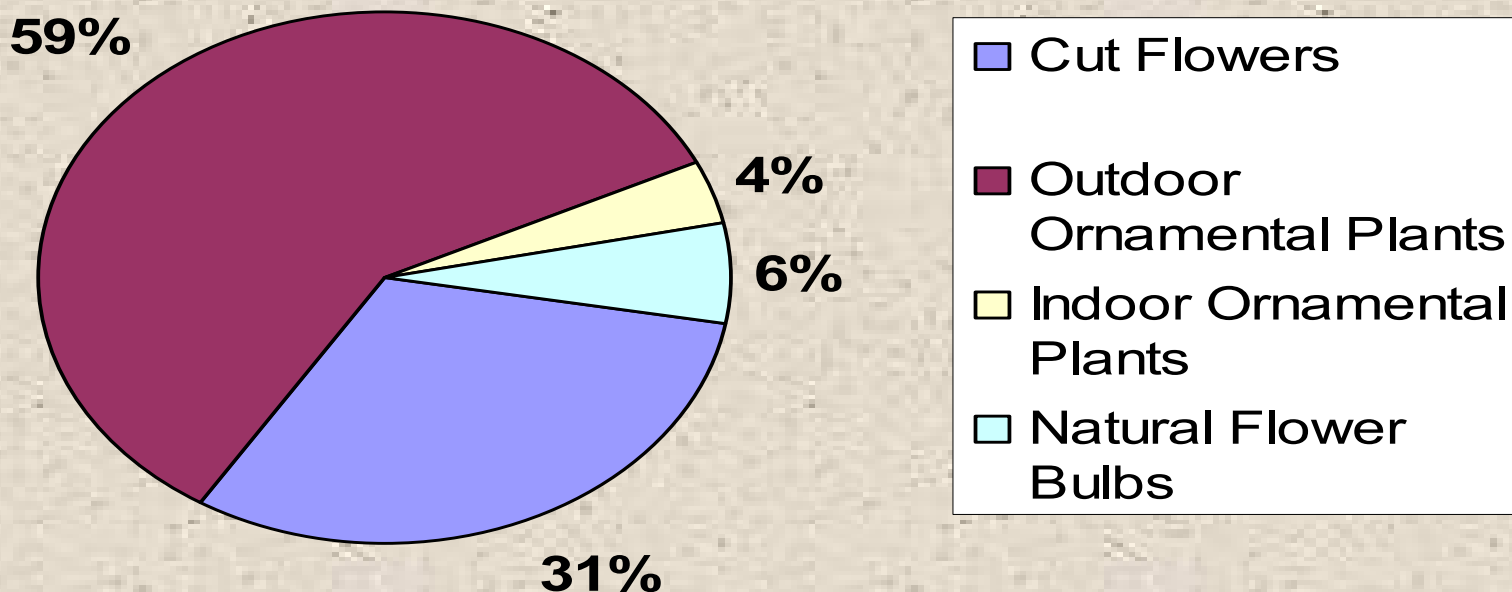
I. DEVELOPMENT OF FLORICULTURE SECTOR



- Export oriented production started in Antalya, 1985
- Ornamental plant production in approximately 28 provinces
- The highest production in İzmir, Antalya, Yalova, Istanbul
- Aegean and Marmara regions for domestic market
- Modern production techniques used

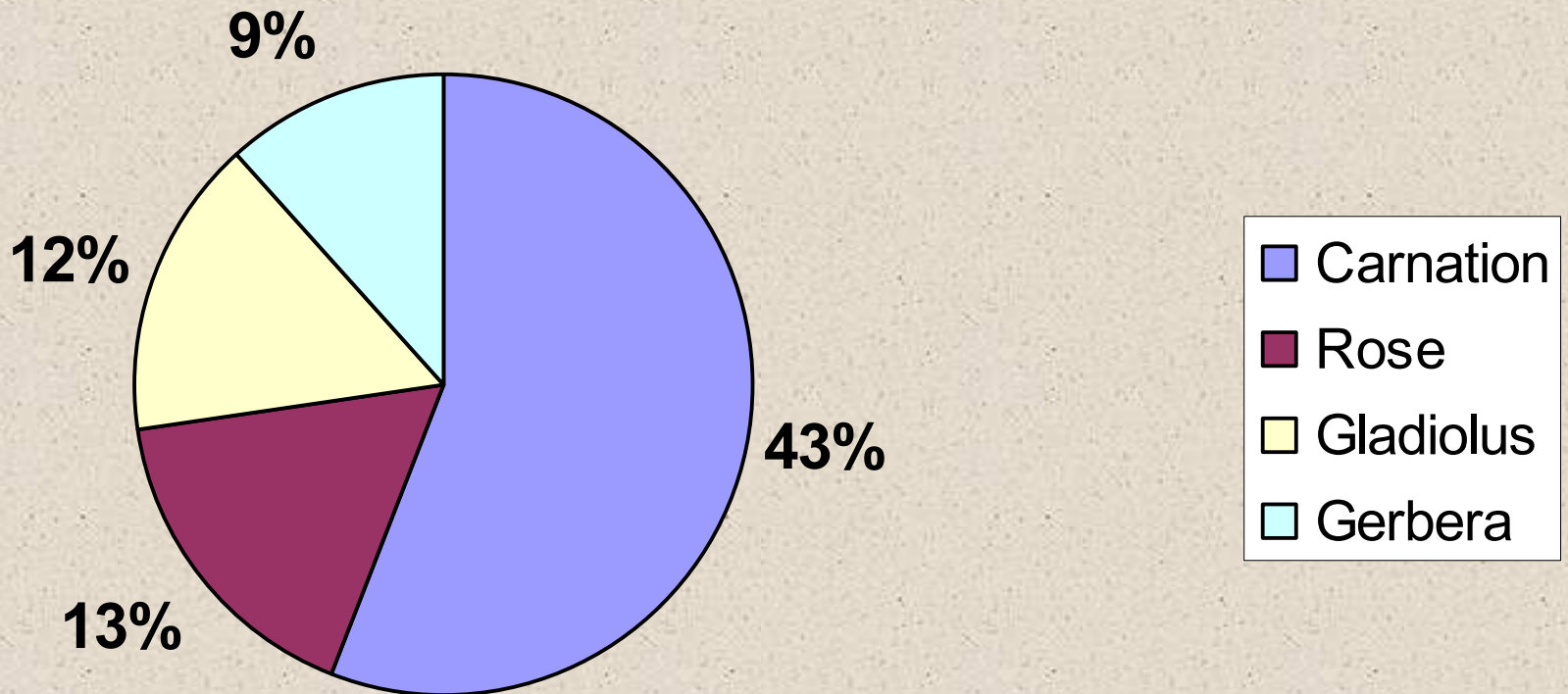


Ornamental Plants Production





Production Areas of Ornamental Plants





- the total ornamental plant production area 3,930 ha
 - 2,820 ha of ornamental plant production in fields
 - 1,025 ha in plastic greenhouses
 - 85 ha in glass greenhouses
- 503 ha of which in Antalya
- cut flowers production area: 1,200 ha
 - 364 ha in open air
 - 772 ha in plastic greenhouse
 - 64 ha in glass greenhouse



PRODUCTION AREAS (ha), 2004

Product Groups	Glass Greenhouse	Plastic Greenhouse	Open Fields	Total	%
Cut Flowers	64	772	364	1,200	31
Outdoor Ornamental Plants	4	115	2,218	2,337	59
Indoor Ornamental Plants	12	102	53	167	4
Natural Flower Bulbs	5	36	185	226	6
TOTAL	85	1,025	2,820	3,930	100

Source: MARA



PRODUCTION (2004)

PRODUCTS	Total		Field Production		Greenhouse Production	
	Area (Ha)	Production Unit (Million)	Area (Ha)	Production Unit (Million)	Area (Ha)	Production Unit (Million)
Carnation	816	706.5	276	1.1	541	705.4
Rose	198	323.4	21	0.3	177	323.1
Rose (Oil)	1,661	7.7	1,661	7.7	0.2	0.02
Gladiolus	48	16.9	44	15.5	3.2	1.3
Gypsohilla	15	32.7	1.5	13.0	14	19.7
Chrystemums	50	43.0	13	16.5	37	26.5
Tulip	15	0.6	14	0.3	0.7	0.3
Lily	26	12.9	13	4.1	13	8.7
Gerbera	132	146.3	0.1	2.0	132	146.3

Source: MARA



II. MARKETING



- Marketing of cut flowers in the domestic market made by production and marketing cooperatives
- The cut flower sector ⇒ the most well organized group in the agricultural sector still;
 - 2 Producers Cooperatives
 - 5 Producer Associations
 - 20 Auctions



Organization of the Ornamental Plant Holdings (%)

Product Groups	Association and Unions	Cooperatives	Total
Cut Flowers	17	71	88
Indoor	44	16	60
Outdoor	28	15	43
Seasonal	48	11	59
Average	34	28	62

Source: MARA, 2004



Domestic marketing channels:

1. Producers – cooperative auctions - flower shops and vendors (90% of the flowers from cooperative auctions)
2. Producers – wholesalers – flower shops
3. Producers – wholesalers – supermarkets
4. Producers – directly to the flower shops and vendors



IMPLEMENTATION STANDARDS

- TS 3714: Roses (Cut flowers)**
- TS 3715: Chrysanthemums (Cut Flower)**
- TS 3716: Mimosa (Cut Flowering Bunches)**
- TS 3717: Carnations (Cut Flowers)**
- TS 3718: Cut Foliage**
- TS 3719 : Asparagus (Cut Foliage)**
- TS 3744: Gladioli (Cut Flowers)**



IMPLEMENTATION STANDARDS

- TS 3745: Stelitsyas (Bird of Paradise)(Cut Flowers)**
- TS 2262: Cut Flowers**
- TS 2265: Coniferous seedlings**
- TS 2547: Flower Bulbs**
- TS 5297: Ornamental Trees and Shrubs-Nomenclature**
- TS 11213: Safflower Flowers**
- TS 10180: The rules for the arrangement herbarium of sporophyte species**



III. TRADE MECHANISM



Main factors in foreign trade:

- Demand for exports
- Role of exporter's unions

- Export Companies by contractual production system
- Products collected and exported by wholesaler
- Companies making their own production and export

Preferential Trade

EU COUNTRIES

- Turkey has ad valorem duty exemption for exports
- Turkey has duty free import tariff quotas for bulbs and tubers (200 tons), live plants under CN 0602.90 (3,400 tons), cut flowers (100 tons) and foliage and branches (100 tons)



CANDIDATE COUNTRIES

- Under FTA with Bulgaria, Turkey has 50 tons export tariff quota for cut flowers with 28% duty
- Turkey also has duty free import tariff quotas for bulbs and tubers as well as live plants including roses
- Under FTA with Romania, Turkey has 75 tons duty free import tariff quota for bulbs and tubers; for live plants Turkey has reduced duty for 50 tons



THIRD COUNTRIES

- Under FTA with Morocco, Turkey has 20 tons export tariff quota for bulbs with 10% duty as well as 50 tons import quota for live plants and 5 tons import quota for orchids
- Under FTA with EFTA, Turkey has unlimited duty free access for cut flowers to Norway and for roses and carnations to Switzerland
- Under Turkey- Bosnia and Herzegovina FTA, all floriculture products are reciprocally subject to a concession of 0% duty on unlimited basis



Advantages of Turkey in production and export;

- Favorable climate
- Geographical proximity to the markets
- Modern greenhouses with high technology
- Trained staff in cut flowers sector



IV. SUPPORTS



- Export refund is paid for products CN Code: 060310
- No specific support other than direct supports



Ziraat Bank and Agricultural Credit Cooperatives have provided selective credit to improve;

- quality,
- productivity,
- development of agricultural production of farmers

The maximum amount of the credit is 142,000 EUR for farmers

The discount ratio from the total interest rate of Ziraat Bank is 30% for;

- 18 months operation credit
- 5 years investment credit.



V. LEGISLATION



- ✓ CITES (Convention on Int. Trading of Endangered Species)
- ✓ By-law on Natural Flower Bulbs Uprooting, Production and Export
- ✓ Communique on 2006 Export List of Natural Flower Bulbs
- ✓ Communique No: 2006/5 for Standardization for Foreign Trade
- ✓ Regulation No:2005/1 for Money- Credit and Coordination Council
Export Refund on Agricultural Products



- ✓ By-law on Good Agricultural Practices,
- ✓ Law for Establishing Agricultural Producer Unions,
- ✓ Regulation for Loan Application for Cooperatives to Use for Agricultural Practice Purposes,
- ✓ By-law for the “Protection of Development Rights of New Plant Varieties
- ✓ Circular for Cut Flower Import Guidelines (MARA/2000-1)



VI. COMPARISON WITH THE EU



There is no legislation corresponding to Regulations;

- (EEC) No 234/68,
- (EEC) No 1767/68
- (EEC) No 537/70,
- (EEC) No 801/71

COMPARISON OF EU – TURKISH LEGISLATION

**Regulation (EEC) No 316/68
of the Council
“The fixing quality standards
for fresh cut flowers and
fresh ornamental foliage”.**

**Regulation (EEC) No 315/68
of the Council
“Fixing quality standards for
flowering bulbs, corms and
tubers”.**

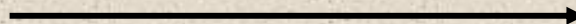
**TS Implementation
Standards**

Regulations are mostly harmonized



COMPARISON OF EU – TURKISH LEGISLATION

Regulation (EEC) No 3279/75 of the Council “the standardization of the treatment applied by the individual Member States to imports from non-member countries of live trees and other plants, bulbs, roots and the like, cut flowers and ornamental foliage”

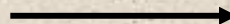


Circular for Setting the Procedures & Basis for Import of Cut Flowers

Regulations are partly harmonized

COMPARISON OF EU – TURKISH LEGISLATION

77/144/EEC: Commission Decision
“Laying down the standard code and rules governing the transcription into a machine-readable form of the data of the surveys of plantations of certain species of fruit trees, and laying down the boundaries of the production areas for these surveys”



“ **Agricultural Quarantine Law**” the Directive for Granting Reports, Licenses & Other Precautions after the Control & Examinations made to Nurseries, Ornamental Plant & Flower Bulbs Production Areas.

Regulations are partly harmonized



TEŞEKKÜRLER