

RAISINS

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Export Promotion Center of Turkey

RAISINS

PRODUCTION

Turkey has 1200 different types of grapes and has been among the five major producers of grape throughout the world with an annual average production of about 3.5 million tons. Among these varieties, seedless "Yuvarlak and Sultani" are the main varieties used for raisins. Seedless raisin is grown especially in Aegean Region of Turkey, where blessed with one of the most fertile lands in the world, plenty of sunshine and abundant water supplies.

About 60 % of the total production in this region is seedless. Depending on the foreign demand, the tendency in Turkey is towards more production without compensating from quality. This has been realized both by increasing viticultural areas throughout the country and utilizing modern viticulture techniques to increase the yield. Raisin production of Turkey amounted to 220 thousand tons in 2007.

Turkish Raisin Production By Years

Years	Raisin Production (Tons)
1995	179,000
1996	185,000
1997	210,000
1998	250,000
1999	250,000
2000	255,000
2001	250,000
2002	255,000
2003	190,000
2004	295,000
2005	242,000
2006	256,000
2007	220,000

Source: International Nut and Dried Fruit Council Foundation (INC)

The fresh Sultana variety seedless grapes are dipped in an alkaline olive oil emulsion and then sun dried before processing. Good and sound berries are sized, destemmed, screened, washed in potable water, aspirated and static picked to remove defects and foreign matter. The raisins then go through sophisticated laser sorters to avoid any foreign elements. Table picking is performed by skilled quality control technicians depending on buyers' specifications. Strict standards are applied to ensure each box of raisins is free of mold, pests and other imperfections. Thus, Turkish sultana raisins, today, are known at supreme quality and of utmost cleanliness in international markets.

EXPORT

Turkey is one of the most important raisin exporters in the world. Total raisin exports of Turkey totaled to 240.5 thousand tons in 2007 with an decrease of -1.5 percent compared to the previous year. The value of exports increased by 9.5 percent to 316.8 million dollars in 2007 from a value of 289,2 million dollars in 2006 mainly due to price fluctuations in international markets. Approximately 70-80 % of the annual production goes to exporting.

Turkish Raisin Exports By Years

Year	Quantity (Tons)	Value (1,000 US Dollar)	Change in Quantity (%)	Change in Value (%)
1993	122,851	134,271	-	-
1994	173,246	176,189	41.0	31.2
1995	169,701	189,933	-2.0	7.8
1996	171,868	188,322	1.3	-0.8
1997	180,858	206,229	5.2	9.5
1998	194,757	213,664	7.7	3.6
1999	188,939	202,969	-3.0	-5.0
2000	201,526	196,674	6.7	-3.1
2001	225,743	163,051	12.0	-17.1
2002	205,209	156,255	-9.1	-4.2
2003	196,020	183,959	-4.5	17.7
2004	211,893	231,400	8.1	25.8
2005	226,597	239,728	6.9	3.6
2006	244,212	289,230	7,8	20,6
2007	240,599	316,827	-1,5	9,5

Source: Turkish Statistical Institute

Turkish raisins' main export markets were Greece and Rome at ancient times. Today, raisin is one of the traditional agricultural export items of Turkey, which exports to approximately 100 countries on five continents depending on changing market conditions. U.K, Germany, Netherlands, Italy and France and are major markets of Turkish raisins for years. U.K, Germany and Netherlands were those destinations to where more than half of Turkey's raisin exports targeted in 2007.

*Turkish Raisin Exports By Countries 2005-2006
(Quantity: KG, Value: US\$)*

RANK	COUNTRY	2006		2007	
		Quantity	Value	Quantity	Value
1	U.K.	62,503,032	76,639,203	63,301,247	84,652,036
2	Germany	45,642,806	52,833,428	40,314,423	52,635,015
3	Netherlands	31,685,370	36,278,679	32,413,346	42,064,664
4	Italy	21,794,829	25,595,020	18,964,066	26,829,534
5	France	15,542,416	18,697,692	16,498,894	21,212,716
6	Australia	14,454,596	16,527,939	16,960,313	20,575,886
7	Belgium	8,611,563	10,016,900	9,473,644	12,401,304
8	Canada	3,760,423	4,456,114	5,900,736	7,332,311
9	Ireland	6,590,849	7,218,751	5,872,181	7,117,691
10	New Zealand	4,182,407	4,923,714	4,254,169	5,460,777
	Others	29,444,628	36,043,253	26,645,576	36,544,624
	Total	244,212,919	289,230,693	240,598,595	316,826,558

Source: Turkish Statistical Institute

Note: The countries are ranked according to export value of Turkey in 2006

Seedless raisins mainly constitute Turkey's total raisin exports. Seedless Sultani packed in more than 2 kg. packs is the main type exported from Turkey. This item makes up more than 90 % of Turkish total raisin exports.

Turkish companies using the latest technology of the sector work in compliance with international quality standards and most of them have ISO 9000 and HACCP system certificates. The sector has intensely invested to develop final quality of their products and has substantially improved the quality of Turkish raisins through better growing, harvesting and drying techniques. The volume of raisin that will be subject to export are forecasted to rise in the coming years especially due to the fact that more and more foreign demanding and Turkish supplier companies have willingness to benefit from the merits of this delicious dried fruit.