RAYAM BRIDGE

The exporter's guide to sourcing from Türkiye

Twenty-eight fundamentals for buyers

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Written as a specification, not a name

01 Export duties

Zero on most exports

Türkiye levies no customs duty on the vast majority of exported goods — a deliberate policy to encourage foreign trade. Budget for freight, certification and destination duties instead.

Source: trade.gov.tr

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02 The Single Window

One system for import, export and transit

Customs declarations are filed electronically through Türkiye's Single Window System, which brings import, export and transit procedures across all Turkish customs authorities into one path.

Source: trade.gov.tr

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03 The first requirement

A Turkish tax number underpins everything

Every commercial exporter needs a Turkish tax number. It is the credential every customs filing is built on — no number, no declaration.

Source: trade.gov.tr

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04 Halal certification

GSO 2055-1 is the Gulf standard

The Gulf works to GSO 2055-1, the UAE to UAE.S 2055-1, and the OIC to OIC/SMIIC 1:2019. Find out which standard your destination accepts before production begins, not after.

Source: GSO · ESMA · SMIIC

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05 Halal in Türkiye

HAK is the regulator

Turkish halal certification is aligned to OIC/SMIIC standards and regulated by HAK, with certificates issued through accredited bodies.

Source: HAK · SMIIC

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06 The HS code

One number sets duties and certificates

The Harmonised System code determines the duty, the certificates required and the statistics your shipment appears in. A misclassification means delay and penalty.

Source: WCO · trade.gov.tr

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07 Customs representation

A licensed Gümrük Müşaviri

You can authorise a licensed Turkish customs broker to lodge the export declaration for you, so classification and data entry are handled by someone who does it daily.

Source: trade.gov.tr

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08 Automated screening

Risk scoring before human review

Digital customs protocols run automated risk scoring that flags classification mismatches, invoice inconsistencies and missing regulatory validations before an officer ever looks.

Source: Digital Customs 2026

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09 Before you commit

68,127 tonnes of tomato paste into Iraq in 2025

Know the size of a market before you commit to it. Official figures for Türkiye's actual exports, by product and destination.

Source: UN Comtrade 2025

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10 Delivery terms

Who carries what

The Incoterm fixes where responsibility and cost pass from seller to buyer. Agreeing it early prevents most of the disputes that surface later.

Source: Incoterms

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11 Certificate of origin

Where the goods actually came from

Proves the product was made in Türkiye. Many markets tie duty relief to it, and some will not release a shipment without one.

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12 The commercial invoice

The first document customs reads

Description, quantity, value and HS code. Any mismatch between it and the other documents stops a shipment faster than anything else.

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13 The packing list

Exactly what is in each carton

Details the contents, weights and dimensions of every package. The inspector, the carrier and the insurer all work from it.

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14 Bill of lading

A title document, not a receipt

An ocean bill of lading is a document of title: whoever holds it collects the goods. Treat it the way you would treat a cheque.

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15 Letter of credit

The bank stands between both sides

The bank pays the factory against the agreed documents. Dearer than a direct transfer, and far safer on a first order with a new supplier.

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16 Payment terms

The difference is who carries the risk

A wire transfer is cheaper and faster but puts the risk on you. A letter of credit spreads it. Choose by how old the relationship is.

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17 Minimum order quantity

Ask before you ask about price

Every factory has a floor. Asking for it first saves weeks negotiating over a product the factory cannot make in your quantity.

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18 Container size

40ft is not double the cost of 20ft

A 40ft container holds roughly twice the volume of a 20ft but costs well under twice as much. Work it out per tonne, not per box.

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19 Lead time

From signature to port

Production, packing, certification, clearance, freight. Ask about each stage separately rather than the total — totals are always optimistic.

20 Private label

The factory's product under your name

Most Turkish factories will produce under your brand. It lifts your margin and builds your name, and usually asks a higher quantity and an approved artwork.

21 Health certificate

For food products

Issued by the competent veterinary or agricultural authority to confirm the product is fit for human consumption. Requirements differ market by market.

22 Labelling

A common reason shipments are refused

Many markets require a specific language on the label and a minimum remaining shelf life on arrival. Check before the print run, not after.

23 Pre-shipment inspection

Look before you pay

An independent party inspects the goods at the factory before shipping. The fee is trivial next to a container that arrives off-specification.

24 Insurance

The Incoterm decides who insures

Under CIF the seller insures; under FOB you do, from the moment of loading. Never assume cover — ask for the policy.

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25 Sea or road

Days against cost

Road is faster into neighbouring markets and dearer per tonne. Sea is cheaper at volume and slower. Air is for samples and emergencies.

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26 Exporter unions

İhracatçı Birlikleri

Turkish exporters sit under sectoral unions that play a part in export procedure. Ask your supplier which union they belong to.

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27 Before you contract

Confirm the factory exists

Trade registry, tax number, factory address, and a site visit where possible. The cheapest step in the entire transaction.

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28 The contract

Written as a specification, not a name

Write the specification as numbers: percentage, weight, packing, shelf life, certificates. "Excellent quality" is a phrase that cannot be enforced.

A question the guide does not cover?

Every shipment has its own detail. Send the product, the quantity and the destination, and you get an answer about your case rather than the general one.

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