

TARMAKBİR

Introductory Presentation



TARMAKBİR

The Turkish Association of Agricultural
Machinery and Equipment Manufacturers

27 October 2017, Wuhan, China



The representative of

**TURKISH AGRICULTURAL MACHINERY
INDUSTRY**

Since 1978



TARMAKBİR was founded in 1978,

It is a non-governmental organization representing the industry,

The Association today serves as a common communication platform for the stakeholders of the industry, i.e. private sector, public institutions, and academia.

GENERAL INFORMATION- MEMBER COMPANIES



- The Association today has more than 200 member companies,
- A vast majority of members are manufacturers
- TARMAKBİR members produce almost all types of machinery used in farming
- Many of the members are also active in foreign markets



TARMAKBİR co-operates with public & private bodies, both nationally and internationally, to provide its member companies with;

- An ability and awareness to manufacture high quality and safe machinery in accordance with relevant regulations and standards, in Turkey and abroad,
- An improved project cycle management ability,
- Updated knowledge on worldwide technological improvements and innovations & market trends and trade opportunities,
- Awareness and avail from supports and grants,
- A platform where sector problems and solutions discussed,
- Short and long term industry strategies

MEMBERSHIP & COOPERATION, NATIONAL



- **Ministry of Food, Agriculture and Livestock,**
Agricultural Mechanization Committee (Vice Chair)
- **Turkish Mechanical Industry Platform,** (Co-chairman & Member of the
Executive Committee)
- **Ministry of Science, Industry and Technology**
Machinery Technical Committee (Member),
Tractor Technical Sub-Committee (Member),
Agricultural Machinery Sub-Committee (Chair)
- **The Union of Chambers and Commodity Exchanges of Turkey,**
Turkish Machinery and Equipment Manufacturing Assembly (Member)



- **Ministry of Development,**
Development Plans, Machinery Working Group (Member)
- **Foreign Economic Relations Board – DEİK,** (Founding Member)

MEMBERSHIP & COOPERATION, INTERNATIONAL



TARMAKBIR is a voice of the Turkish agricultural machinery industry in the international area as well

- **AGRIEVOLUTION, Global Alliance for Agriculture Equipment Manufacturing Associations**
(Ex-Chair, Founding Member)



- **CEMA, European Agricultural Machinery**
(Member)



ACTIVITIES- Participation in Trade Shows



TARMAKBİR participates in national & international trade shows to introduce its members and Turkish Agriculture Machinery Industry



EIMA Bologna, Italy, Nov 2014



Novi Sad, Serbia, May 2015

ACTIVITIES- Annual Ag. Machinery Industry Meeting



Every year in autumn, TARMAKBİR organizes a meeting in Antalya, Turkey where industry stakeholders from public & private bodies, universities, institutions, and member companies gather



The 9th Ag. Machinery Industry Meeting, 2015



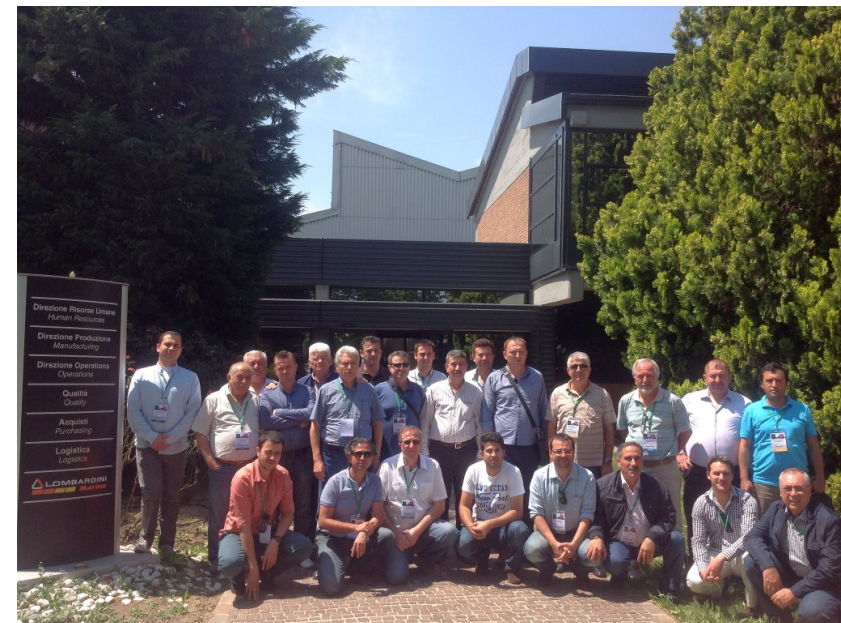
ACTIVITIES- Abroad Factory Visits



To improve and pursue communication and collaboration with foreign ag machinery manufacturers, TARMAKBİR organizes for its members abroad factory visit trips



Fendt Tractor Factory visit,
Marktoberdorf, Germany, 2015



Lombardini Engine Factory visit,
Reggio Emilia, Italy, 2014

ACTIVITIES- Foreign Business Missions



To improve exports and business collaborations of its members, **TARMAKBİR** organizes trade delegations and trade show participations in foreign countries



Business meeting with Moroccan companies,
Casablanca, Morocco, April 2017



SIMA-SIPSA Exhibition participation
Algiers, Algeria, October 2016

ACTIVITIES- Training Programs



To improve its members' administrative and technical capacity, TARMAKBİR organizes training programs



Training Programme for improvement of manufacturing skills, March & December 2017



Training Programme for improvement of foreign trade skills, July 2016



Turkish Ag Machinery – satisfying farmers’ needs worldwide!

Wide variety of machinery for a wide variety of agricultural conditions;

There are 30 different agricultural basins in Turkey classified under climate, soil, topography and land qualifications. As a result of that, Turkish agricultural machinery manufacturers are experienced in and capable of satisfying different agricultural needs regarding different agricultural conditions,

Compatible with small-scale arable lands;

Turkey produces agricultural machinery those are compatible to work in small scale arable lands compatible with the sizes of farms in Turkey, which makes made-in-Turkey agricultural machinery to be competitive in foreign markets those also have small-scale farms,



High standard machinery

The fact that Turkey is a candidate to the European Union, it harmonizes its legislations regarding manufacturing to the legislations of the Union. Hence, for all the tractors and some of the agricultural equipments, manufacturing processes and the end products fulfill the requirements of the EU, and the technology used is alike.

Expect self-propelled harvesters and some complex milking systems, every machinery for arable, horticulture, and livestock farming is manufactured in Turkey.

Competitive price advantage

Turkish ag machinery offers the world farmers quality with an affordable price! As a result, ag machinery produced in Turkey is exported to various parts of the world from Americas to Africa, and from Europe to Middle East.

TURKISH AGRICULTURE MACHINERY INDUSTRY



60,5 billion \$

World ag machinery trade volume (2015)

40,1 billion USD equipment (% 66)

20,4 billion USD tractors (% 34)

% 51

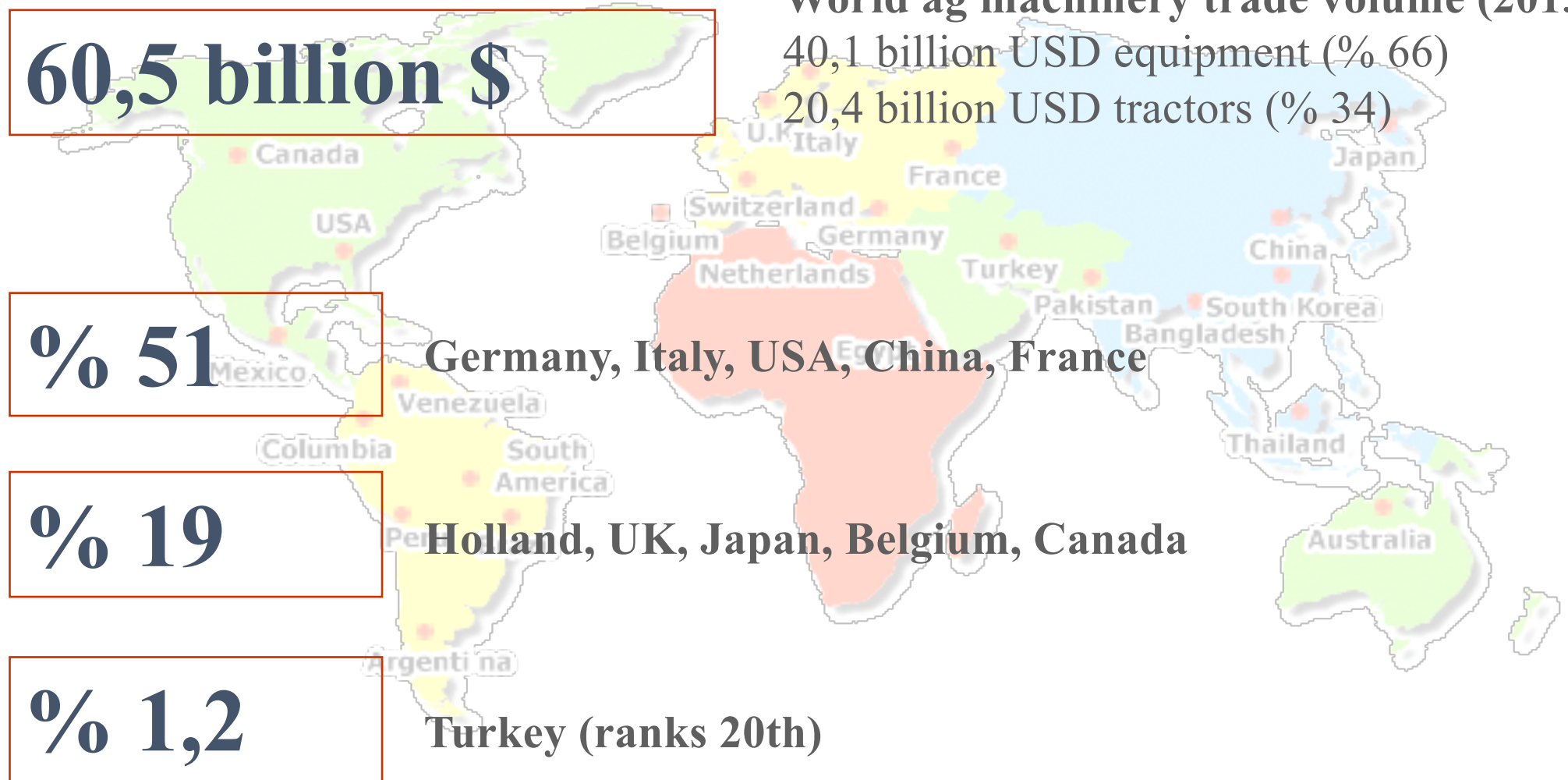
Germany, Italy, USA, China, France

% 19

Holland, UK, Japan, Belgium, Canada

% 1,2

Turkey (ranks 20th)



TURKISH AGRICULTURE MACHINERY INDUSTRY –Statistics



**616 billion \$,
2016**

Ag machinery exports from Turkey

339 billion \$ - tractors (%45)

277 billion \$ - equipment (%35)

+150 billion \$ - tractor components (%20)

**690 billion \$,
2016**

Ag machinery imports to Turkey

390 billion \$ - tractors (%56)

300 billion \$ - equipment (%44)

TURKISH AGRICULTURE MACHINERY INDUSTRY

–Statistics



18,654 worker

Ranks 3rd* in the number of employees (2016)

1,152 companies

Ranks 2nd* in the number of companies (2016)

*Turkish machinery industry

TURKISH AGRICULTURE MACHINERY INDUSTRY –Statistics



2,6 billion USD

Ranks 1st* in the production value, (2016)

2,8 billion USD

Ranks 4th* in the internal market value in Turkish Machinery, 16% (2016)

223 million USD

Ranks 3rd* sector with the highest increase in exports of Turkish Machinery Sector, (2008-2016)

*Turkish machinery industry



**THANK
YOU
FOR YOUR
ATTENTION!**

Contact Us!

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