



REPUBLIC OF TURKEY  
MINISTRY OF TRADE



INDUSTRY



FURNITURE



TURKEY  
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## WOOD AND FORESTRY PRODUCTS INDUSTRY IN TURKEY

Turkey has a total land area of close to 80 million ha. Forests cover 27.2% (21,2 million ha) of the country land area. Turkey has one of the richest floras in the world with 9,000 herbaceous and woody plant species. The major tree species used for roundwood production are Calabrian pine (*Pinus brutia*), Crimean pine (*Pinus nigra*), Scots pine (*Pinus silvestris*), beech (*Fagus orientalis*), fir (*Abies bornmülleriana/alba/nordmaniana*), spruce (*Picea orientalis*), cedar (*Cedrus libani*), and oak (*Quercus*).

Turkey's large milling and wood manufacturing industry is in a position to supply wood products to regional markets in the Middle East, particularly those countries that lack a wood manufacturing sector of their own. Turkey is also in a competitive position to supply semi-processed wood products and furniture to the EU as a result of its relatively lower labor costs. Turkish forest product based industries, such as the panel and furniture industries, have increased their capacity over the last decade, allowing them to take advantage of these regional opportunities.

70% of timber manufactured in Turkey is used in construction, 20% is used in furniture production and 10% is used in packaging and other industries. Timber consumption per person is btw 0,075-0,085 m<sup>3</sup>.

## EXPORTS

**Table 1: Wood and Forestry Exports of Turkey by Product (Value: million USD)**

HS CODE	PRODUCTS	2015	2016	2017
4411	Fibre board of wood or other ligneous materials	276,2	263,5	347
4418	Builders joinery & carpentry of wood	175,1	148,8	144
4410	Particle board and similar board of wood or other ligneous materials	80,6	108,0	139
4413	Densified wood, in blocks, plates, strips or profile shapes	36,2	39,3	2
4415	Packaging materials of wood	31,2	29,7	29
4408	Veneer sheets & sheets for plywood & other wood sawn lengthwise	25,8	25,9	30
4421	Articles of wood	18,3	15,9	18
4412	Plywood, veneered panels and similar laminated wood	14,2	13,5	15
4407	Wood sawn/chipped lengthwise, sliced/peeled	10,1	10,5	11
4409	Wood continuously shaped along any edges	13,5	8,3	10
4419	Tableware and kitchenware of wood	2,6	3,7	5
4403	Wood in the rough	2,8	2,6	3
4420	Wood marquetry & inlaid wood; caskets & cases or cutlery of wood	1,7	1,8	4
4414	Wooden frames for paintings, photographs, mirrors or similar objects	1,3	1,4	2
4417	Tools, tool & broom bodies & handles, shoe lasts of wood	1,4	1,3	1
4402	Wood charcoal (including shell or nut charcoal)	0,5	0,8	3
4401	Fuel wood; wood in chips or particles; sawdust & wood waste & scrap	0,6	0,7	0,1
4404	Hoopwood; split poles; piles, pickets, stakes; chipwood	0,3	0,1	0,1
4406	Railway or tramway sleepers (cross- ties) of wood	0,3	0,1	0,1
4416	Casks, barrels, vats, tubs etc. of wood	0,2	0,1	0,1
4405	Wood wool; wood flour	0,0	0,0	0,1
	<b>Total</b>	<b>692,6</b>	<b>675,9</b>	<b>763,9</b>

Source: Turkish Statistical Institute

**Table 2: Major Export Markets in Wood and Forestry Products Industry (Value: US\$ 1,000)**

Countries	2014	2015	2016
Iran	209.103	169.140	170.277
Iraq	104.190	75.556	64.478
Turkmenistan	64.887	56.688	44.134
Georgia	54.280	32.809	32.030
Azerbaijan	70.467	42.396	19.419
Albania	19.813	16.964	19.303
Algeria	10.299	15.099	18.961
Jordan	16.234	14.508	14.031
Bulgaria	12.222	11.395	13.683
Cyprus	15.490	15.079	13.200
Saudi Arabia	14.092	15.809	12.976
Romania	8.363	9.689	12.586
Lebanon	7.551	9.287	12.132
U.A.E	4.159	8.521	10.791
Uzbekistan	2.867	3.031	9.983
Germany	11.751	11.601	9.255
Egypt	12.601	9.077	9.156
Libya	17.163	11.399	8.712
Macedonia	6.806	6.090	8.210
Taiwan	25	586	8.125
<b>Total</b>	<b>853,3</b>	<b>692,6</b>	<b>675,9</b>

Source: Turkish Statistical Institute

## FURNITURE INDUSTRY IN TURKEY

Furniture production in Turkey dates back to the 19th century and was done in small workshops as artisan production. However, by the rapid globalization and all other aspects, present furniture industry is becoming a fashion sector.

In Turkey, furniture is produced both in workshops and industrial-scale manufacturing units. Furniture production is highly fragmented among a large number of small workshops. These small workshops play an important role in producing hand carved and handmade furniture. Workshops are flexible establishments in nature and have enough capacity and labor force to expand their production line in order to supply large orders.

Large-scale furniture firms produce standard models by using automated mass-production techniques and most of their production is oriented towards export.

In accordance to data from Turkish Statistical Institute (TurkStat), in 2012 furniture production was realized as 10,3 billion Turkish Liras. According to the recent General Census of Industry and Business Establishments (2012), the furniture sector employs

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151.904 people and the industry has 33.924 companies manufacturing various furniture.

Moreover, capacity data of The Union of Chambers of Commerce and Commodity Exchanges of Turkey (TOBB) reports 40 companies who have over 250 employees and 155 companies who have over 100 employees. Besides, Istanbul Chamber of Industry's list of the top 500 industrial establishments of Turkey includes six furniture companies.

Furniture production in Turkey is concentrated mainly in İstanbul, Ankara, Bursa (İnegöl), Kayseri, İzmir and Adana. The most important furniture production districts are İstanbul and the region of Bolu-Düzce, which is famous for its production of wood products.

The well-known furniture-manufacturing district in Turkey, called "Siteler", is located in Ankara. The number of registered small and medium sized enterprises in "Siteler" is over 10,000. In Ankara, there are many labor-intensive small enterprises manufacturing classical-handmade furniture and there are about 10 major furniture manufacturers who have mass-production capabilities.

The wood industry is developing rapidly in the Bursa-İnegöl area, the third most important furniture production region, which is surrounded by forest areas. The furniture industry of the İnegöl area is small sized but has great potential to improve itself. Another important furniture region is Kayseri, which has large capacity for the production of sofa beds, couch beds and seven of the twenty two largest manufacturers of Turkey are established here. İzmir also has a furniture production districts called "Karabağlar and Kısıkköy" which supply furniture to the Aegean Region.

## **PRODUCTION**

In Turkey, furniture production can be classified in accordance with materials used as wooden furniture (massive and veneered), metal furniture and others. Wooden furniture has a major share in total furniture production. As it is known for good quality furniture, the types of wood used and plywood inputs have to be taken into consideration. The main types of wood used in the manufacture of massive furniture in Turkey are ash, beech, oak, pine, linden and mahogany. In veneered furniture, oak, beech, walnut and mahogany are used.

Turkish furniture factories use the latest technologies in producing furniture, which is always up to world standards. Since 1990 the application of advanced technology and the use of CNC benches in the Turkish furniture industry have been increasing. Today, all of the large enterprises in the furniture sector use CNC benches. Most companies are equipped with modern machinery which allows the production of good, export-quality products. Quality control starts from the stage when the raw material is produced and continues till the end of the packaging process. Most of the companies have already obtained ISO 9000 certificates and other required quality certificates. The large scale firms comply with world standards in their packaging processes. In packaging PE, PP, foam, poly-urethane and cardboard boxes are used. Many of the large companies have special packaging sections.

As with many other consumer products, furniture production is sensitive to changes in fashion. Since furniture design is an important aspect of marketing, Turkish designers are constantly following consumer preferences in foreign markets and introduce new designs and make model variations and improvements.

Turkish furniture manufacturers and exporters are aware of the fact that market trends and consumer behavior play an important role in the development and design of new products. Since Turkey has a strong textile industry, Turkish furniture manufacturers have the advantage of being able to use and to monitor a wide range of colorful new fabric collections as upholstery.

## EXPORTS

Turkey's furniture exports have had an upward trend in recent years. In the last ten years, exports of Turkish furniture increased from US \$ 684,5 million in 2005 to US \$ 2,2 billion in 2015. This is mainly due to improvements in capacity, quality and design. The export figure for 2014 was US \$ 2,4 billion, representing an increase of 8% with respect to the previous year. On the other hand, the export figure for 2015 was US \$ 2,2 billion, representing a decrease of 7% compared to the previous year. Main export products were: wooden furniture for bedrooms (excl. seats) wooden furniture (excl. for offices, kitchens and bedrooms, and seats) and seats for motor vehicles.

In 2015, Turkey exported furniture to 201 countries throughout the world. The main markets for furniture exports were Iraq, Libya, Azerbaijan, Germany, and France. In recent years, Turkish furniture companies have been establishing showrooms and depots in increasing numbers in most of these countries. The Turkish contracting sector is one of the major sectors exporting services. Turkish contractor companies who have undertaken construction work abroad have completed many housing complexes, tourism projects, hospitals and health center projects, most of which were decorated with Turkish furniture.

Turkish furniture is designed and made from the highest quality materials to ensure comfort, performance and attractive appearance for a very long life. Different styles are produced such as classical, traditional and contemporary. With its designers and architects combined with its flexible production capacity, the Turkish furniture industry is able to satisfy the requirements of all individual markets all over the world.

Today, with all these aspects of the furniture industry, Turkey is among the most promising furniture suppliers in the world.

**Table 3: Furniture Exports of Turkey by Years**  
(Value: US\$ 1.000)

Years	Value
2006	764.715
2007	1.032.658
2008	1.332.922
2009	1.153.520
2010	1.363.062
2011	1.606.993
2012	1.849.065
2013	2.179.967
2014	2.360.560
2015	2.193.768
2016	2.170.174
2017	2.361.299

Source: Turkish Statistical Institute

**Table 4: Furniture Exports of Turkey by Product and Countries**  
(Value: US \$ 1.000)

HS No	Product Name	2015	2016	2017
940350	Bedroom furniture, wooden nes	476.643	483.745	497.798
940360	Furniture, wooden, nes	407.032	336.158	320.383
940161	Seats with wooden frames,upholstered nes	172.742	181.504	208.337
940120	Seats, motor vehicles	158.340	181.199	185.414
940190	Parts of seats other than those of heading No 94.02	129.155	153.658	161.125
940390	Furniture parts nes	120.972	141.109	135.483
940320	Furniture, metal, nes	117.673	121.100	143.770
940140	Seats excluding garden seats or camping equipment, convertible into beds	112.290	109.847	114.955
940180	Seats nes, other than those of heading No 94.02	67.516	58.122	55.116
940429	Mattresses fitted w/springs/stuffed/internally fitted w/any material	61.499	56.574	68.288
940330	Office furniture, wooden, nes	58.098	47.647	55.385
940370	Furniture, plastic, nes	47.546	47.636	45.491
940310	Office furniture, metal, nes	45.131	45.213	49.268
940340	Office furniture, metal, nes	56.428	38.114	30.900
940169	Seats with wooden frames, nes	38.322	37.587	41.704
940130	Swivel seats &variable height adjustment other than those of heading 94.02	32.756	29.594	34.829
940290	Medical, surgical, dental or veterinary furniture and parts nes	25.873	27.265	39.544
940389	Furniture of cane, osier or similar materials (excl. of bamboo, rattan	21.306	20.502	26.720
940179	Seats with metal frames, nes, other than those of heading No 94.02	17.602	19.480	25.216
940171	Seats with metal frames, upholstered nes, other than those of heading No 94.02	15.902	13.534	16.045

940421	Mattresses of cellular rubber or plastics, whether or not covered	4.203	7.842	15.215
940210	Dentists, barbers or similar chairs and parts thereof	3.947	4.886	7.354
940410	Mattress supports	1.295	4.768	15.002
940110	Seats, aircraft	936	2.731	2.975
940159	Seats of cane, osier or similar materials (excl. of bamboo or rattan)	491	290	4.526
940151	Seats of cane and bamboo	27	53	0
940381	Other furniture of cane and bamboo	43	18	0
	<b>Total</b>	<b>2.193.768</b>	<b>2.170.174</b>	<b>2.361.299</b>

**Source:** Turkish Statistical Institute

**Table 5: Major Export Markets in Furniture Industry**  
(Value: US\$ 1,000)

Countries	2015	2016	2017
Iraq	477.153	425.981	427.822
Germany	141.424	146.934	177.160
Saudi Arabia	113.246	159.752	172.489
France	117.152	123.173	132.381
U.S.A	63.563	90.582	87.431
Libya	187.240	136.225	75.087
U.K.	60.478	60.708	78.831
U.A.E	39.622	57.302	56.177
Israel	32.584	36.419	75.408
Azerbaijan	176.781	100.718	38.153
Netherlands	45.778	42.769	58.891
Romania	43.138	37.545	61.273
Turkmenistan	98.922	82.653	29.817
Algeria	29.056	36.363	4.151
Italy	34.667	36.741	51.969
Iran	35.116	38.547	39.962
Spain	24.334	23.375	39.344
Georgia	42.990	30.062	31.948
Belgium	24.626	22.853	31.761
Qatar	16.640	21.402	36.097
Bulgaria	13.530	15.113	30.164
Greece	21.431	18.949	25.630



Cyprus	22.839	24.046	29.522
Morocco	15.998	18.084	34.096
Austria	21.488	18.778	22.441
Jordan	13.371	12.946	21.934
Lebanon	14.154	14.522	21.274
Others	260.939	327.100	470.086
<b>Total</b>	<b>2.193.768</b>	<b>2.170.174</b>	<b>2.361.299</b>

**Source:** Turkish Statistical Institute

## TRADE FAIRS

- [Fairs in Turkey](#)

## USEFUL LINKS

- Istanbul Union of Wood and Forestry Products Exporters  
www.iib.org.tr
- Aegean Forestry and Wooden Products Exporters Union  
www.egebirlik.org.tr
- Mediterranean Wooden And Forestry Products Exporters Union  
www.akib.org.tr
- Kayseri Chamber Of Furniture Manufacturers And Wood Workers  
www.kaymobodasi.org
- Association Of İnegöl Carpenters And Sellers/Makers Of Furniture  
www.inmob.org.tr
- **Ankara Chamber of Carpenter Tradesmen and Craftsmen-ANKARA**  
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