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Turkey's Foreign Trade Barriers

Türkiye'nin Dış Ticaret Engelleri

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Türkiye'nin Dış Ticaret Engelleri

Öz

Ülkelerin ithalat ve ihracatta, farklı politika ve uygulamaları, uluslararası ticaretin yönünü belirlemektedir. Bugün dünya ülkelerinin birbirine uyguladığı engeller, kota kısıtlamaları, vergiler, döviz kurlarına devletin müdahale etmesi, uluslararası pazarda ucuz ürün hammadde almayı yaygın hale getirirken iç pazarda dengesizlik görülmektedir. Bu araştırmanın amacı uluslararası alanda, ticarete yaşanan engelleri ortaya koymak ve bu engellerin ortadan kaldırılması için bir strateji belirlemektir. Araştırmada literatür taraması yapılmış, uluslararası ticaret engelleri konusunda doktrinde yer alan engeller ile Türkiye'nin karşılaştığı ticaret engelleri ele alınmış, bu araştırmanın gelecek araştırmalara kaynaklık etmesi hedeflenmiştir. Araştırmanın sonucuna göre Dünya Ticaret Örgütü'nün kuruluş amacı, mal ve hizmet üretimini arttırmak, istihdam alanlarını geliştirmek, dünya ticaretinde gelişmekte olan ülkelere katkıda bulunmak, ticaretin önündeki engellerin aşılmasını sağlamaktır. Ancak uluslararası ticarete Dünya Ticaret Örgütü'nün bu amaçları gerçekleştirmekte yetersiz kaldığı görülmektedir.

Özet

Yirmi birinci yüzyılda ülkeler, ithalatlarını azaltmak, ihracatlarını arttırmak ve dış ticaret açıklarını kapatmak için diğer ülkelere ticaret engelleri koymaktadır. Amerika'nın Çin'e uyguladığı ticaret engelleri gibi, Türkiye, uluslararası ticarete engellerle karşı karşıyadır. Türkiye, 1995 yılında Dünya Ticaret Örgütü'ne üye olmasına rağmen, Ticaret Kolaylaştırma Anlaşması'ndan yeterince yararlanamamaktadır. Kotalar, miktar kısıtlaması, gümrük tarifesi ve tarife dışı kısıtlayıcılar, bürokratik engeller, menşe belgesi ve ticaret kısıtlayıcı uygulamalar , diğer belgeler, uluslararası düzeyde karşılaşılan ticareti engelleyici araçlardır. Bu araçlar ticarete görünmez engeller olarak da görülebilir. Gümrük vergisi dış ticaretin önündeki engellerin en önemlilerinden biridir. Amerika, üreticilerini seferber etmek için yabancı ülkelere ticaret engelleri getirmektedir. Avrupa Birliği, Birliğe üye olmayan ülkelere kota ve vize getirerek ticaret dengesini bozmaya devam etmektedir.

Literatürde, görünmez engeller olarak adlandırılan engeller, ürünün fiziksel ve biyolojik standartlarının oluşturulması ve standartlara uymayanların ihracatının ithalatının önlenmesi amacıyla da yapılmaktadır. İnsan, hayvan, bitki, halk sağlığı, hijyen vb koşullar için standartlar belirlenir. İnsan ve çevre sağlığı için bu standartların endüstriyel ve tarımsal ürünlerde belirlenmesi, önem taşır Bu koşulu yerine getirmeyen üreticinin, ihracatının ürünün ülkeye girişi yasaklanır.

Literatürü taradığımızda Leonidou'nun (2004) sınıflandırmasının ticaret engellerinin en kapsamlı sınıflandırması olduğunu gördük. (Uner, 2013)) (Cavusgil, 2013), (Narayanan, 2015) Bu tür çalışmalar, iç düzeyde işlevsellik,



pazarlama, ürün, fiyat, dağıtım, lojistik ve promosyonlarla ilgili engelleri ele almak için sınıflandırmayı daha da geliştirmiştir. Dış düzeyde, engeller prosedürlere, devlet yardımlarına ve yeni pazardaki ekonomik, politik, yasal ve sosyokültürel ortamlara göre sınıflandırılmıştır, Narayanan'a göre, pazarlama, finans, iç operasyon bilgileri ve iç engeller, işletmenin iç operasyonları arasında yer alıyor. İşletmenin dış çevresi, hükümetle ilgili prosedürler ve politikalar dış engellerdir.

Maddi kayıplara neden olan,.Türkiye'nin de dış ticaretini engelleyen küreselleşme sürecinin önündeki engellerden bazıları şunlardır:Yetersiz enerji üretimi ve enerji maliyetinin yüksek olması, gümrük birliğinin neden olduğu engeller,tarife dışı engeller, vize, kota, döviz kuru savaşları, uluslararası standardizasyon eksikliği, dünya liderlerinin çıkar çatışmaları, siyasi nedenler, uluslararası anlaşmalara taraf olmama nedeniyle uygulanan ayrımcılık, hammadde maliyetlerindeki yükseklik, fiziki mekan yetersizliği,t eknolojik yetersizlikler, düşük verimlilik, sermaye ve finansman maliyetlerindeki yükseklik, yüksek nakliye maliyetleri, bölgesel bağımlılık, yüksek işçilik maliyetleri, sektörel bağımlılık, yüksek iletişim maliyetleri, yatırım eksikliği, dış kaynaklı engellerdir.

Türkiye'nin dış ticaretini önleyen bazı engellere getirilecek önlemlerden bazıları şunlardır:: Gümrük vergileri düşük maliyetlendirilmelidir. Gümrükteki depo alanları ltyapı sorunlarına çözüm getirilmeli destek verilmelidir. Depolar, gümrük alanları modern fiziki alt yapıya kavuşturulmalıdır. Devletin serbest ticaret anlaşmalarına taraf olabilmesi için, ılımlı bir politika izlemeli ve standartlara uygun olarak mal üretimi gerçekleştirilmelidir. Standart dışı ürün üretenlere getirilen cezalar ağırlaştırılmalıdır. Avrupa Birliği standartlarında lojistik hizmeti sunmak için eğitilmiş uzmanların işe alınması, lojistik köylerin kurulması, demiryolu taşımacılığının geliştirilmesi için altyapı çalışmalarına ağırlık verilmesi, elektronik belgelerin yaygınlaştırılması, bürokrasinin azaltılması, Schengen vizesini genelleştirerek, aday ülkelere de uygulamalı, dış ticaret için kredi israfını önlemek verilen kredileri disiplinli bir şekilde izlemek, kredileri artırmak gerekir.

Gümrük Birliği üzerinde tek taraflı ayrıcalıklardan vazgeçilmelidir. Türkiye'nin dış ticaretinde iç rekabet gücünü artırmak için ticareti kolaylaştırmak üzere bir koordinasyon organı oluşturulmalıdır. Siyasi ekonomik nedenlerden dolayı hızla değişen bir iş ilişkisinde, ülkeler mal ve hizmetlerini diğer ülkelere pazarlamak ve diğer ülkelere mal ve hizmet sunmak zorundadır. Uluslararası ticarete, liderlerin söz sahibi olanların ılımlı bir hava içinde kazan-kazan çatışma yönetim tekniğini uygulaması gerekir. Uluslararası ticarete her türlü ayrımcılığın önüne geçilerek ticaret kolaylaştırılmalıdır. Bu amaçla kurulan tüm örgütlerin işlevsel olması sağlanmalıdır. Hukuki müeyyideleri arttırarak mevzuat değişikliği ile kaçakçılık, suçuna daha ağır cezalar verilmeli, caydırıcılığı sağlanmalıdır. Bu araştırmanın amacı, uluslararası arenadaki engelleri ortaya çıkarmak ve bu engelleri ortadan kaldıracak bir strateji belirlemektir. Literatürü araştırdığımızda, literatür ile Türkiye'deki ticaret engelleri arasında benzerlikler olduğunu ve Dünya Ticaret Örgütü dünyadaki ticaret engellerinin kaldırılmasından sorumlu olduğu halde



yeterince sorunları çözemediğini gördük. Nitekim G20 ülkeleri Dünya Ticaret Örgütü'nün ticaretin kolaylaştırılmasını sağlayamadığını düşünerek yeniden değerlendirilmesi, görev tanımlarının belirlenmesi kararını almıştır.

Anahtar Kelimeler: İhracat, İthalat, Ekonomi, Kota, Gümrük, Ticaret Engelleri.

Turkey's Foreign Trade Barriers

Abstract

Different policies and practices of countries in import and export determine the direction of international trade. Today, the obstacles applied by the countries of the world, quota restrictions, taxes, the intervention of the state in foreign exchange rates make it common to buy cheap product raw materials in the international market, while an imbalance is observed in the domestic market. The aim of this research is to reveal the barriers in the international arena and to determine a strategy to eliminate these barriers. Research conducted in the literature, with Turkey's international trade barriers in the doctrine about the obstacles faced by trade barriers were discussed, aimed to source for future research. According to the results of the research, the purpose of the establishment of the World Trade Organization is to facilitate foreign trade, to increase the production of goods and services, to improve employment areas, to overcome the barriers to trade. However, it is seen that the World Trade Organization has failed to achieve these goals in international trade.

Keywords: Export, Inport, Economy, Quota, Customs, Trade Barriers.

Introduction

GATT-Customs Tariffs and Trade General Agreement, the Uruguay Round, Marrakesh Agreement are works to establish the World Trade Organization and to facilitate trade in the world. As a result of these efforts, trade facilitation was included in the Doha Development Agenda announced at the 4th Ministerial Conference (9-13 November 2001) for the liberalization of world trade. Under the leadership of the WTO, the Trade Facilitation Agreement (TFA) was signed by removing trade blocks around the world. Countries bring trade barriers to foreign countries to protect their national interests in times of crisis when they are economically difficult. Foreign trade companies have entered into a long and complicated period, as each country has been faced with the lowest cost, customs tariffs and non-tariff barriers. Today, most of the commercial barriers in the world have been partially prevented thanks to the WTO's intense efforts. During the 2008 macroeconomic crisis, G20 countries saw the positive effects of the World Trade Organization by taking the measures required. With the facilitation of foreign trade, it is aimed to simplify international trade through free trade agreements, unions, transfer documents to electronic environment, eliminate quotas by



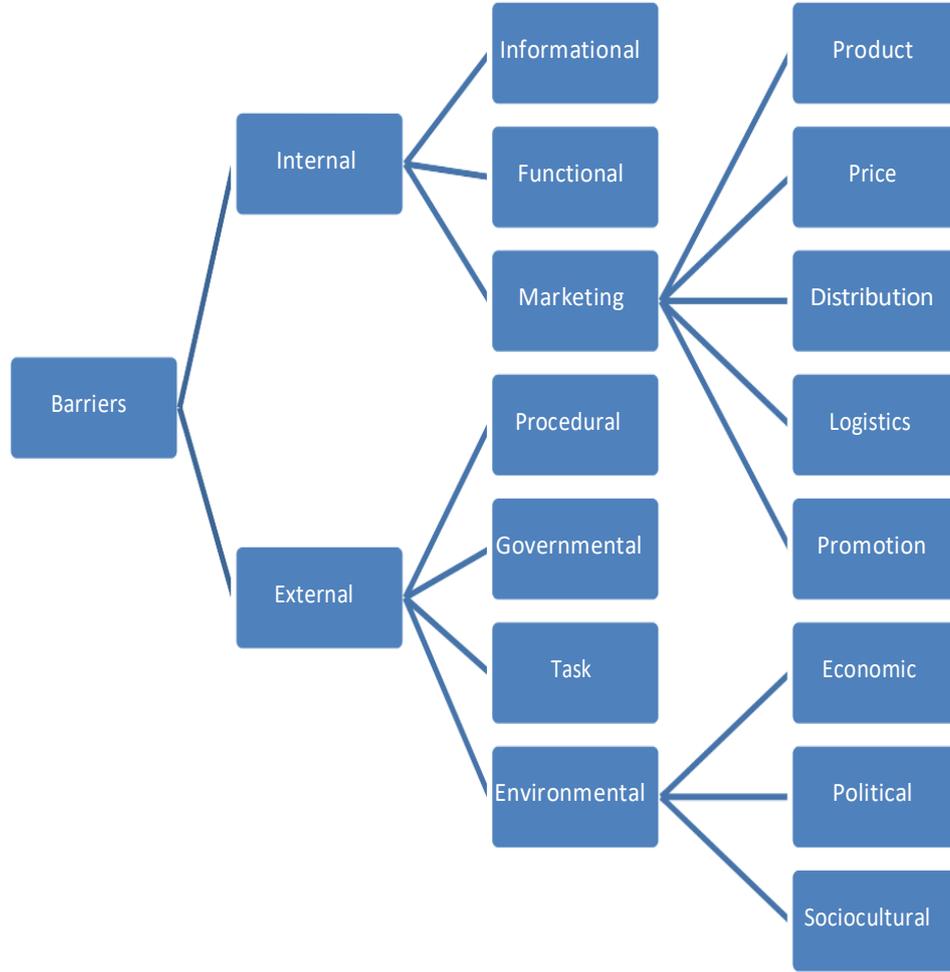
standardizing, reduce costs in trade, foreign capital inflow, facilitate investments, increase employment and production. The agenda of international trade is influenced by political and political events. While the countermeasures against coronavirus have increased at the highest level in almost every country, the purchase and sale of goods from China is drastically reduced due to trade barriers and consumer concern. Commercial obstacles, which are frequently seen when crises occur in the economy, affect the economy of the whole world negatively. This study was designed to investigate the trade barriers faced by Turkey in international trade. The issue of trade barriers was addressed in the research, and suggestions for removing trade barriers were included in the researches in the international literature.

The Barriers Encountered In International Trade

With the globalization and liberalization, the rich become richer and the poor become poorer. Crises affecting the whole world in international trade cause changes in trade relations. The effects of the Global Finance crisis in 2008 in America have not been eliminated yet. Quotas, subsidies, export and import prohibitions are policy instruments that prevent international trade. These tools can also appear in trade as invisible obstacles. In the literature, these obstacles, which are called invisible obstacles, are the establishment of the physical and biological standards of the product, and the prevention and import of those who do not comply with the standards. It is required to establish these standards in industrial and agricultural products. The product of the importer who does not fulfill this condition is prevented. Standards are established for human, animal, plant, public health, hygiene and conditions. Whether the aim is to restrict imports or establish international standards is not fully known. The World Trade Organization doesn't interfere with invisible obstacles. The number of barriers brought to products harmful to human health in agricultural products increased after 2008. After 2001, the most important issue in Doha Negotiations is the liberalization of the trade of agricultural product.



Figure Leonidou's classification of export barriers



Source: Leonidou (2004, p. 283).

Leonidou recognized the factors that prevent an enterprise from creating employment opportunities, development and sustainability in the international market. He divided these elements into two as internal and external elements. The elements that prevent trade are given in Figure 1.



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Table 1. Barriers facing SMEs

Barrier Type	Barrier Classification	Barrier Effect	New Approaches by SMEs
Internal	Informational	Lack of knowledge; knowledge accumulation is slow and gradual.	Use of prior knowledge or quick acquisition of knowledge like INVs.
	Functional	Resource constraints	Managers with international experience and strategic alliance formation.
	Marketing	Product, Product pricing, Distribution channel and Logistics.	Market differentiation, Segment differentiation, Innovation differentiation and Product Service.
External	Procedural	Unfamiliar techniques/procedures in new market, communication barriers and slow collection of payments.	Controllable barriers can be overcome with managerial experience and non-controllable barriers need to be approached on case to case basis with or without support from external consulting firms.
	Governmental	Limited assistance and incentives from Governments and restrictive role of regulatory framework.	Promotional programs with mixed results with success depending on how willing the firms participate.
	Task	Varied Customer requirements in different markets.	Development of Global products with shorter lead times.
	Environmental	PEST: Political, Economic, Socio-cultural, Technological.	Emergence of MNCs have reduced these barriers to a large extent, still SMEs require governmental and policy makers support in overcoming these hurdles.

Source: Nir Narayanan 2015, 117.

According to Narayanan, marketing, finance, internal operation information and internal obstacles are among the internal operations of the business. The external environment of the business, the procedures and policies that are relevant to the government are external barriers. (Narayanan, Export Barriers for Small and Medium-sized Enterprises: A Literature Review, 2015)

Literature Review

The main classification of the export barriers divides them into two categories: Export barriers: those related to the company's operations, processes and activities, internal; The environmental concerns in the new targeted market are external barriers. internal that are related to the operations, processes and activities of the company, and external that are related to the environment in the new targeted



market. Some of the reviewed studies provided a comprehensive classification for the possible barriers an SME (Small and Medium Businesses) would face entering the new market through export. Nevertheless, other studies choose to focus on specific barriers that are suitable to an investigation related to a specific country or sector. The most comprehensive classifications in this aspect were provided by Leonidou (2004) (Uner, 2013) (Cavusgil, 2013), (Narayanan, 2015) Such studies developed the classification further to address barriers related to functionality, marketing, product, price, distribution, logistics and promotions on the internal level. On the external level, the barriers were classified according to the procedures, governmental assistance and economic, political, legal and sociocultural environments in the new market.

Table 2 Examination of Export Barriers

Representative	Research Sample	Barriers typology	Explanation
Leonidou (2004)	In 32 empirical studies conducted between 1960-2000, a literature review was conducted. In the study conducted with qualitative research method, 39 trade barriers were detected.	Internal Barriers <ol style="list-style-type: none"> 1. Informational 2. Functional 3. Marketing <ul style="list-style-type: none"> Product Price Distribution Logistics Promotion External Barriers <ol style="list-style-type: none"> 1. Procedural 2. Governmental 3. Task 4. Environmental <ul style="list-style-type: none"> Economic Political- Legal Sociocultural 	<p>Research on trade barriers in the past has not established a comprehensive framework. Therefore, the author analyzed 32 empirical studies in order to find an integrative solution.</p> <p>This study covers foreign trade companies and industries. It is easier to solve internal barriers in the trade of the nation-state than international barriers. Small businesses should be proactive in management, government governments should raise awareness of trade barriers, and export-promoting programs should raise awareness with workshops.s.</p>
Arteaga-Ortiz & Fernandez-Ortiz (2010)	Based on the literature review of previous studies, the author has classified the different export barriers into four groups primarily because of similarity of the barriers and to homogenize the barriers based on measurement types, scales used etc (qualitative analysis). From this a classification of barriers were arrived.	<ol style="list-style-type: none"> 1. Knowledge Barriers 2. Resource Barriers 3. Procedure Barriers. 4. Exogenous Barriers 	<p>Insufficient information to promote import and export is an important obstacle.</p> <p>Insufficient financial resources are among the internal barriers of the business.</p> <p>Insufficient production capacity of the enterprise, incentives to increase exports, insufficient loans, insufficient staff and experts to export, Bureaucratic, cultural, linguistic and logistic barriers as external barriers are barriers faced by businesses.</p> <p>Rapid change in the international market, uncertainty, unfair competition, exchange rate</p>



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	A total of 2,590 questionnaires were sent to Spanish SMEs in 4 macro sectors namely food and agriculture, consumer goods, capital goods and services.		fluctuations, government-related obstacles can be counted. 26 questions were used, two of which were open-ended, and there were no significant obstacles other than those obtained from the data obtained from the stud
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Source : Narayanan, 2015, 109.

According to Leonidou export barriers are inadequate market information - lack of financial resources, insufficient demand in new markets and competition - satisfactory profitability in local market - unavailability of sufficient investment to target new markets - lack of technology in the company.

According to Cavuşgil (Çavuşgil S, 1981, 114) and Nevin the size of the firm, the advantage of different firms, and technology deficiencies are the commercial obstacles of the enterprise (1981, 119).

Jacop Viner made the pioneering economic analysis and theoretical developments related to customs unions in 1950 (Yıldırım and, 2007, 143). : Later, Lipsey and Lancaster revealed that the customs union had negative aspects as well as its usefulness (Dura and Atik, 2007: 10). The theory of two economists is known as the "Second Best Theory. Vanek's overall balance analysis of the customs union on the terms of trade. Effects are included in the theory. (Dura, 2007, 11-12). .In this study, mainly the formation of customs unions and the changes in the result of the common customs tariff applied to third countries are examined. Viner; reducing trade barriers between countries will create new trade opportunities and increase their welfare levels (Çiftçi, 2001, 26) Competition in international trade has brought up the intercontinental trade agreements. Countries compete professionally in the international arena, not only by border countries but also between continents.

Many studies have tried to answer the question of why companies sometimes export and sometimes stop exporting. Countries compete professionally in the international arena, not only by border countries but also between continents. Some studies have indicated that there are many challenges to export development for Small Measures. Shaw and Darrochj (2004) identified the main challenges experienced by SMEs wishing to perform exportation, which were mainly related to limited financial resources, lack of knowledge in external market conditions, absence of incentives and governmental support. Other studies indicated that the lack of exporters with adequate qualification and lack of knowledge of potential client markets are significant export barriers (Leonidou, 2004). Another study confirmed that the firms' incapability to collect information about the potential market and lack of experience with companies are the reasons behind the lack of



their enthusiasm for exportation, in addition to the inability to plan their operations according to foreign market standards (Leonidou, 2004).

Other barriers facing (Small and medium businesses) SMEs, the cultural differences; tariff and management barriers, foreign exchange risk, fear of payment delay or default by foreign buyers, as well as barriers the SME original country of lack of financial assistance, unavailable market information, unavailability of qualified staff, unavailability of IT platforms etc (Martins J. C. 2010). (Exporting barriers: Insights from Portuguese small- and medium-sized exporters and non-exporters)) Other studies, such as Tesfom and Lutz (2006), stated that the most significant barriers experienced by exporting companies are relate to the product's nature and characteristics ((Salem A, 2019,53).

The Problem of This Research

The objective of this research is to identify the problems in Turkey's export barriers The barriers at the trade during services constitute the problem of this research. Each country is responsible for carrying out the necessary checks of the carrier entering and exiting its territory in order to obtain security and tax revenue. An important part of the customs procedures is related to the collection of customs duties, which are the main duties of the customs administration. In the Customs Law, the definition of customs duties was made but no scope was determined. In this context, Article 167 - The State shall take measures to ensure the healthy and orderly functioning of the money, credit, capital, goods and services markets, under the supervision of the Constitution and the Regulation of Foreign Trade for additional financial liabilities covered by customs duties; it prevents monopolization and cartelization in the markets due to actual or agreement (Başaran, 2019, 235).

Methodology

In this research, the literature is reviewed, the information obtained from the reports published by the World Trade Organization, Ministry of Commerce on international trade, and the problems encountered in customs and practice are discussed.

The Export in Turkey

In 1995, Leonidou addressed attitudes, structural, operational, and other constraints that hampered firms' ability to develop or maintain international trade .Lall (1991, p. 139) restricted export barriers to marketing barriers only. According to Lall, marketing barriers are the gaps that must be filled before becoming a competitive, successful manufacturer. Tsegay (2003) says the ratio of exports to imports should be around 60% on average. Turkish foreign trade has an import-



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dependent structure. This poses a structural problem. According to World Economic View Reports', Turkey, will become among the world's 10 richest country in a long time Turkey's need to provide 5% to 7% growth each year in order to capture this momentum. As growth requires economic stability and export oriented strategies, importance should be given to planned foreign trade and the solution of the problems faced by all stakeholders related to foreign trade should be among the strategic objectives (Report, 2019.) Turkey's export developments are given in Table3.

Table 3 2014-2017 Turkey's Export Development

2014	2015	2016	2017	2018
303395840	261176311	255826237	279399426	170,000000

Source World Bank's Data. 12.05.2019.

Table 4 2017-2018 Turkey's Export Development

2017 (January November)	143.144	40,5
2018 (January November)	154.232	42,8

Source (TÜİK, 2018)

Turkey's exports declined by 0.9 percent in 2016, as 142.6 billion was realized Following the decline in 2016, it rose again in 2017, reaching \$ 157 billion with an increase of 10.2 percent. Our exports in 2018 Republic history record reaching \$ 168.1 billion

In October, this record was raised to \$ 15.7 billion (TİM, Turkey Exporters Assembly, 2019). Foreign trade deficit was realized as 7 billion 361 million dollars (Republic of Turkey Trade Ministry, (Representative Research Sample Barriers typology Explanation) (www.ttk.gov.tr, 2019) Customs Union is committed to 1/95 of the Association Council between Turkey and the EU. It is stated in its decision (OKK) and covers the free movement of goods, common trade policy, legal regulations and corporate cooperation (Karluk, 2013: 75-76-81). Between the European Union and Turkey Association Council Decision 1/95 of the Customs Union was established in 1996 with a new commercial network both in the domestic market it was expected to bring a number of benefits for both. However, with GB's imports established between the European Union and Turkey and other non-tariff and bureaucratic obstacles still persist, despite the rise in exports as well as the removal of trade barriers. (Hughes, 2004: 11). Turkey Customs Union of the European Union once become addicted to bring foreign trade deficit increased to caused. Turkey serves almost half of the country still ticaet with the European Union (Cengiz and Privet, 2015: 2).



Turkey under the Customs Union, the EU's preferential agreements with countries that sign the same treaty also must complete and sign the transition period over 5 years. Turkey's EU membership with countries that have done trade, Turkey's exports and imports have affected both positively. After the Customs Union was established, the increasing imports with EU countries created a competitive environment. After the establishment of the Customs Union to show the variability of Turkey's imports and exports has increased its market share in Turkey (Wigley and Mihci, 2009: 15).

Table 5 Turkey's Export Development 2013-2018 2019 2020

Jan 2020	Dec 2019	Apr 2013	Oct 2018
-4,366.9	-4,207.1	-9,682.2	-934.7

Table 6 Jan 2014 - Jan 2020 Updated on 2020-03-17

Total Exports Growth (%) Monthly	5.9 Jan 2020	2.3 Dec 2019
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Source (<https://www.ceicdata.com/en/indicator/turkey/total-exports-growth>, 2020)

Table 7 Turkey's 2019-2020 Import and Export Values

	Year	Value of Export	Value of Import	Foreign Trade Balance	ratio of exports to imports
Ocak	2019	13.875	16105	-2290	85.8
	2020	14759	19207	-4448	76.8

Source (<http://www.tuik.gov.tr/PreHaberBultenleri.do?id=33849>, 2020)

In January, foreign trade deficit increased by 94.3% from 2 billion 290 million dollars to 4 billion 448 million dollars. The ratio of exports to imports fell from 85.8% in January 2019 to 76.8% in January 2020. While Turkey's trade growth was 2.3 Dec 2019, it was 5.9 % in January 2020. But Turkey's trade deficit widened



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sharply to USD 4.45 billion in January 2020 from USD 2.29 billion in the corresponding month of the previous year, as imports jumped 18.8 percent on the back of purchases of intermediate (15.5 percent), capital (45.5 percent) and consumption goods (17.0 percent)

((<https://www.ceicdata.com/en/indicator/turkey/total-exports-growth>, 2020).

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Turkey also took its share of the global crisis in America in 2008. As global trade liberalized, rich countries strengthened their economic unions and futures by making trade agreements with rich countries. Rich countries' barriers imposed on developing countries with protectionist approach, export-import bans, quotas, visas, export subsidies, taxes, invisible barriers are Turkey's faced obstacles. . International Monetary Fond, World Bank, International Bank for Reconstruction and Development (IBRD) are tried to eliminate the trade barriers such as but it cannot be said that it is successful enough.

Inadequate energy production and increased costs, height in raw material costs, structural obstacles and solutions, structural obstacles and solutions, low efficiency, height in capital and financing costs, high transport costs, regional addiction, high labor costs, sectoral dependency. height communication costs, investment lack, outsourced barriers, negative effects on imports, barriers caused by the customs union, arising from the globalization process obstacles are in Turkey's foreign trade barriers Some of the barriers that prevent foreign trade in Turkey, are as follows:

International Trade Contracts.

One of the barriers encountered in international trade is trade contracts. The agreement to be made with the global or cross-border partner, the simplest and the first steps to be taken with the most important points, giving the necessary attention, all kinds of conditions and measures to be included in the agreement and necessary protective measures must be taken. On the global platform, the actors also think globally about the law and the competent court or arbitration to be applied to the contract. Courts of foreign countries which may be most beneficial to the parties are adopted by the parties as competent law and court.

Cross-Border Online Shopping

According to European Commission Report (Consumer attitudes towards cross-border trade and consumer protection) :*"In line with the increase in e-commerce, the level of domestic online shopping has grown considerably from 23% in 2006 to 47% in 2012. The level of cross-border online shopping in the EU has also steadily increased: 15% of EU consumers have now purchased online at least once from a seller/provider in another EU country in the past 12 months, compared with just 6% in 2006. A significant increase is also observed for those EU consumers who have made Internet purchases from a seller or*



provider located outside the EU, 8% (up from 3% in 2006). Domestic and cross-border Internet purchases" (2012,5). When e-commerce was replaced by traditional commerce, tax authorities' tax collection problem emerged. Since there will be a loss of income in the system that loses its ability to collect taxes, it has become imperative for tax authorities to carry out audits in accordance with international law in order to reach their income target. Insurance brings a new workload to the government for the employers, who carry the workplace home without paying rental fees, to pay taxes to the state. Income and corporate tax are direct taxes, the most revenue-harmonizing harmonization in tax revenue is more difficult than indirect taxes. In income tax, residence, address of the workplace is important. However, since e-commerce is global, it is difficult to collect taxes with current regulations. Realization of e-commerce without borders is create international problems in taxation of income obtained in terms of tax law. However, there are also problems arising from the nature of e-commerce. Taxation of e-commerce is a priority problem that makes it difficult to conduct a healthy audit. The main problems encountered in taxation of e-commerce are as follows: It is possible to sort as uncertainties among countries on how to tax income, This is the need for new audit methods and techniques because the e-commerce environment is likely to complicate tax audit. Since e-commerce can be carried out without any limits, there is still uncertainty about how to tax the proceeds from the sales of goods and services in electronic environment. However, the server the tax legislation in the countries where computers are located varies from other countries This is because the e-commerce environment is likely to complicate tax audit. E-commerce activities are difficult to identify the source country, according to the tax legislation of the country taxation. Web servers remotely tax havens, for example, can be installed anywhere with tax advantages.

Documents

There are many documents used in foreign trade transactions. The fact that there are so many documents causes the work flow to take longer. Document content writing, signing, sending between units, use of courier or mail, processes. However, with e-document applications, these periods can be realized in a few seconds instead of days or weeks. Written documents need to be physically exchanged between institutions, while electronic documents are simultaneously synchronized through web-based applications. If there is an error that has been made on the written documents, for correction in the electronic documents, web-based applications can be corrected in a very short time. If there are conflicts or discrepancies between the written documents, the program is systematically used in e-document applications during solve the problem. (Civelek ve Sözer 2003,)). The costs of international trade have been subjected to different classifications in the literature. Spulber (2007 collects costs in four groups. Transaction costs, transportation costs, customs costs (costs excluding customs duties and customs duties) and time costs. The abundance of documents in international trade



increases transaction costs. The concept of facilitating foreign trade has been in the literature for nearly 50 years. The harmonization of the customs procedures, rules of origin and foreign documents of the countries has a facilitating effect on trade.

Non-Discrimination in Foreign Trade

Non-discrimination in foreign trade is at the core of the World Trade Organization systematic. Almost all WTO Agreements include this basic principle. In international trade, the determination and development of the necessary principles and rules against non-discrimination and anti-free and fair anti-competitive actions are among the WTO issues. Because national policies preventing the development of free and fair competition have negative effects on international trade. development of multilateral competition rules based on basic WTO principles such as "National Treatment and Most Observed Nation Registration and the establishment of national institutions for the effective implementation of these rules, and technical assistance to developing countries by developed countries is required for this purpose. With Turkey, Customs Union and EFTA and with Israel, Macedonia, Croatia, Bosnia and Herzegovina, Morocco, Palestine, Tunisia, Syria, Egypt, Georgia and Free Trade Agreements with Albania is carried out in accordance with WTO rules. Appellate Body of the Customs Union established between Turkey-Textiles in Turkey and the EC report stated that recognize the right to practice more restrictive towards third countries. Turkey entry into force of the customs union established by the EC Then, in some textile products, it started to apply quotas in parallel with the EC practice against some countries, including India. This situation was moved to India by Panel. ((Kaya, 2004, 204).

Transportation Barriers

According to World Bank's Data in Turkey Logistics performance index: Efficiency of customs clearance process is 3,181555 US\$ in 2016 In 2018 Logistics performance index: Efficiency of customs clearance process is 2,713469 US\$, In 2016 Exports of goods and services annual % growth-1,86832,

Some of the obstacles in the logistics field in international trade in Turkey include: high costs arising from the procurement function: the effort to minimize procurement costs of enterprises, happened to be the product of the desired quality, time and amount of the lack of the problems experienced in the transport process: Procurement of the most important functions Transportation operations, problems arising from Inventory (Stock) management, Problems from storage: preparation of raw materials for production, packaging, protection problems .. Problems arising from State Legislation (Documents etc.) Legal regulations in terms of logistics, transportation and storage of dangerous and materials that will affect human health and the enforcing rules for environmental protection High costs arising from the supply function: The effort of the enterprises to minimize the supply costs, Problems arising from the purchase, the fact that the product is not at the desired quality, time and quantity, the problems in the transportation process:



Transportation processes, which is one of the most important functions of the supply, The inventory (Stock) management problems, problems arising from storage: preparation of raw materials for production, packaging, protection problems.

Customs Procedures

Customs procedures can be handled in a narrow and wide scope. The narrow scope of customs procedures consists only of the transactions carried out in accordance with the rules adopted by the customs legislation. This process is essentially the movement of goods in the customs gate for the entry and exit of the customs territory of Turkey

Exchange Rate Fluctuations

. Exchange Rate Fluctuations. If you are interested in international trade and have no technical knowledge of exchange rates, it is inevitable that you will be affected by potential exchange rate fluctuations. Such currency fluctuations will affect the profit margin of the product you are importing or exporting, and may also put your company in a difficult position financially. As a manager or an entrepreneur, you should consult your bank or financial adviser in case of such currency fluctuations that develop completely beyond the control of you or your company, and obtain advance information on how to best protect your profit margin and how to avoid such risks with minimal damage. Firms that intensively exchange goods with many countries use a number of financial hedging techniques such as forward to avoid such fluctuations.

Functional Barriers

Human resources, production related issues and finance are the main functional barriers with a firm that act as barriers to exporting ((Vozikis, 1985)Vozikis & Mescon, 1985 ; Leonidou, 2004, p. 287)

Customs Union and Custom Tax

European Union foreign trade strategy of bilateral or regional free trade agreements (FTA) with the change in the direction of Turkey European Union seems to be one of the most negative factors affecting the customs union today. With the establishment of the Customs Union, customs duties and quotas have been abolished in intra-union trade between countries in the community. The customs duty on steel was previously imposed by Bush on March 5, 2002 and entered into force on March 20. However, some countries, including Turkey remained exempt from this tax. On November 11, 2003, the WTO ruled against this tax and stated that it would cut the highest penalty (\$ 2 billion) in its history if the United States continued taxes. As a result, if Trump's customs duty cannot be prevented in any way, the trade wars that have been discussed for some time will begin. (Bilginlioğlu, 2019, 1).



Economic Integration

Foreign trade must be in order to ensure the economic integration. The main aim of the EU and international organizations is to remove the barriers to economic integration and foreign trade, to enable countries to make trade agreements and tax exemptions within the union and to eliminate the problems at the border.

Free Trade Zone

Free zones, provide advantage in countries foreign trade are the regions it established for. In theory if the free zone trade increases, the country's foreign trade is expected to be positively affected. Free zones are free of any import and export restrictions of companies operating in the region, which are established outside the borders of the national sovereignty of any country and are established within the borders of the international port or airport as far as possible.

Smuggling

In global trade, the loss of income of the countries, the decline of foreign trade, the smuggling, import or export of goods are introduced into the country. Smuggling is the process of kidnapping customs in order not to pay the customs tax, which is obligatory to pay for an import or export-able item. Turkey, Especially oil products, tobacco and tobacco smuggling of food products, alcoholic beverages, cultural and natural assets, electronic materials, pharmaceuticals, cosmetics and food, and is also a country that is also the target of migrant smuggling (KOM, 2014). The Department of Smuggling, Intelligence and Operations and Information Collection (KİHBİ, 2014) of the Ministry of Interior is responsible for living animals, foodstuffs, commercial goods (commodities) -materials, customs, fuel oil, historical artifacts, weapons-ammunition, drugs (narcotic) and smuggling of migrants smuggling indicate that the most common types encountered in Turkey. These types of smuggling have different consequences depending on the place, time and conditions of the crime.

Visa

The visa restriction causes the opening out, reducing the Resource & Development activities as well as preventing investments, allocating additional budgets for new studies, narrow marketing with a limited budget, narrowing the customer portfolio, economic shrinkage. Liberal economy has the effect of increasing profit, increasing performance and efficiency since minimizing the application of visa quotas will cause low trade costs. In order to carry out the trade at a low cost, a collaborative policy should be followed by eliminating all trade-blocking factors and gathering under the umbrella of international organizations with visa-free applications. Visa facilitation is one of the tools that can be used to overcome barriers to mobility and business travel. Nations with more visa-free access to foreign countries offer lower trade costs and more advantages in international



markets. Liberal visa policies, on the other hand, may attract more visitors that act as catalysts for the export of the implementing country (Akman E, 2016 2) .

Which Way of Delivery- Incoterms

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Credit Financing and Support

Türk Eximbank provides credit, financing and support to the State Investment Bank for the import and export of goods and services, foreign contracting services, foreign investments and domestic investment goods, which are given to the Council of Ministers by the Law no. in accordance with the principles set out in Decree 87/11914 with respect to the authority to re-arrange insurance and guarantee issues; Was established by transforming the State Investment Bank into a Joint Stock Company subject to the provisions of private law. export companies are obliged to access bank guarantee letter credit in order to access the export incentive loan provided by Eximbank. It is necessary to overcome the costly and tedious bureaucratic processes with high costs.

Free Trade Agreements

Turkey's trade relations with the US are already underway in the framework of bilateral agreements with WTO rules. Turkey is dragging on the international level in competition. The best to do to fix this problem on Free Trade Agreements, the right job is Turkey's full membership to the European Union could be called.

Turkey, by signing a free trade agreement with the United States together with EU membership What should eliminate barriers to trade.

Findings And Discussions

Economic development is related to scientific foreign trade policy. In the world, prices of goods and services have a mutually interdependent relationship at the rate of tariff and non-tariff barriers. Therefore, it conducts the foreign trade of each country according to international conventions and conventions as well as a



national trade policy. Foreign trade intertwined with each other, macroeconomic changes and individual goods and services, supply and demand should be observed and evaluated scientifically. For this purpose, foreign trade deficit should be closed by providing export mobility through international agreements and free trade agreements. Turkey, the Euphrates south of the border with Operation Shield, while maintaining the security against terrorist threats, have landed in northern Syria, Olive Branch has provided the security of the Operations of the increasingly asymmetric warfare Turkey, Iran, Iraq want to live in peace with Russia, but is faced with an intense danger of asylum seekers and immigrants while fighting with terrorist organizations such as PYD, YPG, PKK and DAESH. This situation made the painful area even more painful. All these adversities, despite all obstacles from outside Turkey is determined to continue its foreign trade. US-causing deterioration of the relations between Turkey Brunson crisis, prompted the sanctions to be applied to the Turkish economy has brought. 2016- from December, date to November-2018 decreased purchasing power in Turkey, and this has led to lower imports. Contraction in foreign trade volume occurred and domestic market problems. In the case that the political interests of the countries don't match, the trade sanctions they impose on each other affect the whole world, such as the rings of the chain. In the past, non-scientific import substitution and incentive policies have led to the establishment of non-competing industries, and due to the capital concentration, aggravated industry-based neglect. Depending on many factors, such as the level of corruption, the border clearance, the size of the parcel pending for export or import, and the content of the declaration, approximately 24% of the shipping time is spent at the borders, while the customs-clearing time should account for 2% of the total transportation time. Djankov, meanwhile, estimates that 75% of transport delays are due to administrative barriers to various customs and tax procedures, customs procedures and cargo control. If the time spent on customs is too long, firms may decide to stop imports and change their suppliers to local ones (Vorush, 2013, 20) The delivery methods specified in international trade are in fact rules established for the determination of risk and expense sharing. Every exporter and importer should know these delivery methods which are determined by international trade organization. Otherwise, it may face unexpected costs and obligations in case of any problems. Famous companies that have made a name for themselves in the world with their individual commercial successes should not be subjected to discriminatory treatment on the grounds that they belong to a country in which they belong to a community. The most effective and effective way of experiencing unexpected problems on the customer and supplier side is to experience and ensure that the same problems do not recur in the next transactions. For example, suppose you import canned food from the same supplier for many years under your own brand. One day, you detected a certain number of damaged goods in one of your shipments. As a result, detected defective products must be disposed of. This unexpected extra cost should either be invoiced to your supplier or another



reasonable solution for both parties in your long-term business relationship. Legislation Limitations and Border Control Practices. Waiting time at the gates should have time difference between the two countries. Low Financing, technology usage, fierce competition in foreign markets, all production units that we can call SMEs are low production volume due to their small size, not being able to stand as strong as other big firms against credit institutions, and being left behind in terms of using technology with the shortage of capital. problems such as the high cost of delivering products , for Turkish business people are some of the problems encountered in foreign trade. Penalties related to smuggling should be deterred. Done electronically through the e-government in Turkey customs procedures, it is an important development. visa procedures should be simplified In foreign trade, credit financing and support should be increased, credit should be given by the state and the private sector, regulations should be arranged in a way to facilitate foreign trade development, and costs should be taken.

Results

The existing free trade agreement covering the European Union and industrial goods, negotiations should take Turkey as well. Turkey should provide information about the content of negotiations and details. During the negotiations, Turkey's related to foreign trade and bilateral agreements, to ensure the participation of the technical committee meeting, FTAs concluded by the EU with third countries, such as the provision of Turkey's design S with third countries, is necessary. The European Union, in the concession agreements with third countries should provide more benefits to Turkey. Exporter must be of sufficient specialized knowledge in Turkey. Businessmen who know the language of the countries with commercial relations are needed. As a NATO member since 1952, Turkey has supported the Alliance's missions around the world, including Afghanistan, Iraq, the Balkans, and other areas. Turkey's geographic position makes it an important energy and logistics corridor, linking Europe with the Middle East, the Caucasus and Central Asia Barriers to trade in Turkey varies depending on domestic and foreign policy. As for the nation-state, obstacles such as foreign trade due to lack of trained and qualified manpower are observed, such as the increase in exchange rates, high oil prices, inability to produce raw materials, lack of a sufficient number of plants, high energy supply, dependence on production, service and foreign dependence. seen. It is necessary to make it easier for businessmen to attend events such as fairs and exhibitions, and the loans to be used in foreign trade should be controlled. It is important to standardize the documents used in international trade and to have all documents available electronically. Supporting exports through credit and insurance, Turkish exporters' foreign Increasing the competitiveness of the market in order to improve the standard of the work force in the state of Turkey's export strategy for the private sector World leaders to support



production, increase production abroad, create a compromise environment to sign free trade agreements with world countries, avoid political polemics, reduce imports to close the economic budget deficit, give importance to exports by reducing imports, allocate sufficient budget for innovation, R&D studies and transform the results of R&D studies into products. It is necessary to take measures to cooperate with, to reduce logistics costs in logistics, vehicle fuel, maintenance, and high document fees. Among the main factors that facilitate foreign trade is to take part in free trade agreements, to prepare legislation suitable for economic integrations, to apply macroeconomic monetary policies, to create free zones, to prevent terrorism, to follow a moderate political path. The physical infrastructure problems of the customs should be eliminated and the development of warehouse areas should be given up on one-sided privileges on the Customs Union. To increase domestic competitiveness in Turkey's foreign trade, a coordinating body should be established to facilitate trade. In a rapidly changing business relationship due to political economic reasons, countries have to market their goods and services to other countries and offer goods and services in other countries. In a World Bank study, it compares the supply chain to a complex combination structure. Failure to work in one of the rings of this structure affects the other. In international trade, the above-mentioned smuggling, visa, quota, exchange rate wars, lack of international standardization, conflicts of interest of world leaders, political reasons, not being a party to international agreements cause financial losses. Necessary measures should be taken to minimize these losses, close the current account deficit, increase exports and production, carry out a moderate trade with world countries, minimize quotas, and avoid smuggling and tax evasion.

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