



REPUBLIC OF TURKEY  
MINISTRY OF ECONOMY



INDUSTRY



# CONTRACT FURNITURE



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## CONTRACT FURNITURE

Furniture production in Turkey dates back to the 19th century and was carried out in small workshops as artisan production. However, due to rapid globalization and other factors, the present furniture industry is becoming a fashion sector with more intense information and capital. And today, furniture is produced both in workshops and industrial-scale manufacturing units.

According to the latest available statistics, the number of companies producing office and home furniture in the sector is around 30,000, employing around 100,000 people. In addition, Istanbul Chamber of Industry's list of the top 500 industrial establishments of Turkey includes six furniture companies. According to the list, these six companies are; Boytaş Mobilya San. ve Tic. A.Ş, Merkez Çelik San. ve Tic. A.Ş, Merinos Halı Sanayi ve Tic. A.Ş, İstikbal Mobilya San. ve Tic. A.Ş, Major SKT Oto Donanım San. ve Tic. A.Ş. and Teknik Malzeme Tic. ve San. A.Ş.

In Turkey, the furniture industry is clustered in certain regions where the market is concentrated and/or where forest products are abundant. These are Istanbul, Ankara, Bursa (İnegöl), Kayseri, Izmir and Adana.

Furniture production can be classified in accordance with the materials used as wooden furniture (massive and veneered), metal furniture and others. Wooden furniture has the major share in total furniture production.

The method of marketing (retailing, wholesaling, contracting, etc.) is another important classification for the furniture industry. Contracting is an important way of supplying the services connected with the construction and furnishing of residential and non-residential structures. Today, many Turkish companies carry out designing projects, production and mounting of every fixed and non-fixed element of home, office, hotel, restaurant, hospital, airport etc. in both the domestic and foreign market.

Contract furniture is greatly dependent on the activities of the building, commercial and tourism sectors. These sectors have an important share in the Turkish economy and their recent entrance into a phase of growth has also clearly boosted the furniture industry, and accordingly, contract furniture. Today, contract furniture is very much in demand and there is increasing interest from architects, construction firms and international buyers who are involved in the furnishing of hotels, airports, residential and non-residential units, shopping centers, malls, supermarkets, restaurants, cultural and leisure facilities, etc.

As with many other consumer products, furniture production is sensitive to changes in fashion. Since furniture design is an important aspect of marketing, Turkish furniture manufacturers, designers and contractors are constantly following consumer preferences in foreign markets, individual or institutional demands, and introduce new designs and make model variations and improvements. With the strong textile industry, the furniture industry also has the advantage of being able to use and 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\$ 192,1 million in 2001 to roughly US\$ 1,607.3 million in 2011. This is mainly due to improvements in capacity, quality and design. The export figure for 2011 was US\$ 1,607 million, representing an increase of 18% with respect to the previous year. Main export products were wooden furniture (excl. for offices, kitchens and bedrooms, and seats), wooden furniture for bedrooms (excl. seats) and seats for motor vehicles. In 2011, Turkey ranked third in the world exports of seats convertible into beds.

In 2011, Turkey exported furniture to 172 countries throughout the world. The main markets for furniture exports were Iraq, Germany, Azerbaijan and France. In recent years, Turkish furniture companies have been establishing showrooms and depots in increasing numbers in most of these countries.

There is close connection between exports of Turkish furniture and exports in the contract sector. For years, Turkish contractor companies, who have received commissions from abroad, have completed many housing complexes, tourism projects, hospitals, airports and health center projects, most of which were decorated by Turkish contractors and furniture, which in turn increased exports in the furniture industry.

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

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

### *Furniture Exports of Turkey by Years* (Value: US\$ 1,000)

Years	Value
2007	1,032,658
2008	1,332,922
2009	1,153,520
2010	1,363,062
2011	1,607,296

Source: TurkStat

**Furniture Exports of Turkey by Products and Countries (Value: US\$ 1,000)**

HS No	Product Name	2009	2010	2011	Share of Countries 2011 (%)
940110	Seats for aircraft	660	427	701	France(35), Iraq(17) Ireland(14), Germany(9) Georgia(6)
940120	Seats for motor vehicles	72.013	113.989	143.119	Germany(29), France(11) Russian Fed.(9), Austria(8) Netherlands(6)
940130	Swivel seats with variable height adjustments (excl. Medical, surgical, dental or veterinary chairs)	40.058	46.662	29.976	Iraq(23), Turkmenistan(22) Azerbaijan(8), Russian Fed.(5), Germany(4)
940140	Seats, convertible into beds (excl. Garden seats and camping equipment, and medical, dental furniture)	133.515	125.507	141.489	Iraq(22), Germany(14) Italy(8), Iran(7) USA(7)
940151	Seats of bamboo or rattan	91	97	145	Iraq(33) Turkmenistan(22) Ukraine(12) Saudi Arabia(8) TRNC(6)
940159	Seats of cane, osier or similar materials (excl. Of bamboo or rattan)	844	1.263	446	Iraq(44), Iran(12) USA(7), Azerbaijan(7) TRNC (6)
940161	Upholstered seats, with wooden frames (excl. Convertible into beds)	61.349	75.813	88.052	Iraq(29), Iran(12) Netherlands(9) Azerbaijan(7) Germany(4)
940169	Seats, with wooden frames (excl. Upholstered)	25.086	25.568	28.688	Iraq(29), Iran(9) Saudi Arabia(9) Turkmenistan(7) Azerbaijan(6)
940171	Upholstered seats, with metal frames (excl. Seats for aircraft or motor vehicles, and medical, furniture)	6.517	6.881	8.289	Azerbaijan(11) Turkmenistan(10) Georgia(6), Iraq(6) Netherlands(6)
940179	Seats, with metal frames (excl. Upholstered, swivel seats with variable height and medical, furniture)	10.045	13.343	16.272	Iraq(9), Germany(9) Italy(7), Belgium(7) Turkmenistan(6)
940180	Seats n.e.s.	64.103	76.268	88.545	Iraq(20), Germany(9) Iran(8), Netherlands(7) France(4)
940190	Parts of seats, n.e.s.	44.828	55.946	86.483	Iran(21), Germany(20) France(9) Rep. of South Africa(6) Brazil(6)

940210	Dentists', barbers' or similar chairs having rotating as well as both reclining and elevating movement, and parts thereof, n.e.s.	2.369	3.165	2.868	Germany(20) Rep. of South Africa(15) Azerbaijan(10) Iran(10) UK(7)
940290	Operating tables, examination tables, and other medical furniture (excl. Dentists" or similar chairs, incl. Trolley-stretchers)	15.310	18.305	23.757	Iraq(9) Georgia(7) Germany(7) Ukraine(6) Nigeria(5)
940310	Metal furniture for offices (excl. Seats)	50.338	46.930	56.311	France(20) Germany(15) Netherlands(10) Iraq(10) Belgium(6)
940320	Metal furniture (excl. For offices, seats and medical, surgical, dental or veterinary furniture)	57.320	71.151	74.427	Germany(12) Iraq(11) France(10) Turkmenistan(7) Azerbaijan(5)
940330	Wooden furniture for offices (excl. Seats)	43.694	46.423	52.642	Iraq(14), Turkmenistan(13) Germany(6), Azerbaijan(6) Saudi Arabia(6)
940340	Wooden furniture for kitchens (excl. Seats)	22.373	22.092	21.261	Iraq(29), Turkmenistan(12) UK(8), Azerbaijan(7) Qatar(5)
940350	Wooden furniture for bedrooms (excl. Seats)	142.840	191.208	247.655	Iraq(31) Azerbaijan(12) Germany(6) Iran(5), Netherlands(4)
940360	Wooden furniture (excl. For offices, kitchens and bedrooms, and seats)	192.943	240.065	283.990	Iraq(22), Azerbaijan(12) Turkmenistan(8) Saudi Arabia(7), Iran(6)
940370	Furniture of plastics (excl. Medical, dental, surgical or veterinary, and seats)	20.570	25.283	30.988	Iraq(9), Italy(7) Georgia(4) Azerbaijan(4) Spain(4)
940381	Furniture of bamboo or rattan (excl. Seats and medical, surgical, dental or veterinary furniture)	35	127	53	Iraq(53), TRNC(18) Kuwait(4), Oman(4) Uzbekistan(3)
940389	Furniture of cane, osier or similar materials (excl. Of bamboo, rattan, metal, wood and plastics, and seats)	19.316	19.839	14.901	Azerbaijan(11), Iraq(10) Iran(10), France(10) UK(9)

940390	Parts of furniture, n.e.s. (excl. Of seats and medical, surgical, dental or veterinary furniture)	80.324	87.173	112.604	Germany(13), Iraq(9) Iran(9), Russian Fed.(8) France(6)
940410	Mattress supports for bed frames (excl. Spring interiors for seats)	3.237	5.164	3.296	Iraq(16), Germany(11) Turkmenistan(11) Georgia(5), USA(5)
940421	Mattresses of cellular rubber or plastics, whether or not covered	3.728	4.838	4.949	France(37), Iraq(11) Switzerland(10), Germany(6), Belgium(6)
940429	Mattresses, fitted with springs or stuffed or internally filled with any material (excl. Cellular rubber or plastics, pneumatic or water mattresses and pillows)	40.013	39.535	45.479	Italy(19), Iraq(14) Germany(6) Netherlands(6) Iran(5)
	<b>Total</b>	<b>1.153.520</b>	<b>1.363.062</b>	<b>1.607.384</b>	<b>Iraq(18), Germany(10) Azerbaijan(7), Iran(6) France(5)</b>

Source: TurkStat

#### Major Export Markets in Turkish Furniture Industry (Value: US\$ 1,000)

Countries	2009	2010	2011	Share of Countries (%) 2011
Iraq	136.623	207.794	284.183	17,7
Germany	114.889	128.564	160.818	10,0
Azerbaijan	69.240	81.033	106.619	6,6
Iran	70.618	84.502	103.463	6,4
France	63.871	70.697	87.684	5,5
Turkmenistan	38.172	46.590	75.714	4,7
Netherlands	48.509	45.757	55.570	3,5
Russian Fed.	17.118	34.961	47.667	3,0
Saudi Arabia	22.736	28.891	41.521	2,6
UK	41.715	39.111	39.003	2,4
Italy	25.169	29.959	32.814	2,0
Greece	46.611	41.372	31.984	2,0
Georgia	14.293	16.413	27.991	1,7
USA	18.740	22.233	26.141	1,6
Austria	20.508	19.422	24.353	1,5
Israel	16.394	19.173	23.069	1,4
Belgium	17.570	18.336	22.263	1,4

Source: TurkStat

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## TRADE FAIRS IN TURKEY

Turkish furniture is exhibited in many international and local fairs organized in Turkey. In 2012, over 20 fairs will be organized in this sector.

Some of them are;

- MODEKO 2012 Izmir Furniture Fair, in Izmir, in April
- ANKAMOB 2012 Ankara Furniture Fair, in Ankara, in April
- K.MOB 2012 Kayseri Furniture Fair, in Kayseri, in April
- MODEFEXPO 2012 Furniture and Decoration Fair, in Bursa, in April and in October
- ZOW 2012 Furniture Components and Accessories Fair, in Istanbul, in September
- Furniture Decoration Fair 2012 of Turkey, in Ankara, in October
- INTERMOB 2012 15. International Furniture Related Industry, Accessories, Forestry Products and Wood, in Istanbul, in October
- Adana Furniture - Decoration Fair 2012, in Adana, in October

## USEFUL LINKS AND ADDRESSES

MOSDER-Association of Turkish Furniture Manufacturers  
[www.mosder.org.tr](http://www.mosder.org.tr)

Office Furniture Industrialists and Businessmen's Association - OFIBA  
[www.omsiad.org.tr](http://www.omsiad.org.tr)

Central Anatolian Wood and Forestry Products Exporters Union  
[www.turkishfurniture.org](http://www.turkishfurniture.org)

MOBDER-Association of Turkish Furniture Manufacturers  
[www.mobder.org.tr](http://www.mobder.org.tr)

Istanbul Union of Wood And Forestry Products Exporters  
[www.iib.org.tr](http://www.iib.org.tr)

Aegean Forestry and Wooden Products Exporters' Union  
[www.egebirlik.org.tr](http://www.egebirlik.org.tr)

Mediterranean Wooden and Forestry Products Exporters Union  
[www.akib.org.tr](http://www.akib.org.tr)

Kayseri Chamber of Furniture Manufacturers And Wood Workers  
[www.kaymobodasi.org](http://www.kaymobodasi.org)

Ankara Chamber of Carpenter Trademen and Craftmen  
Address : Yapıcı Sok. No:1/A 1, Siteler 06160, Altındağ ANKARA  
Tel : (+90 312) 3494729  
Fax : (+90 312) 3489167  
E-mail : [ankaramarangozlar@joturk.com](mailto:ankaramarangozlar@joturk.com)

Ankara Chamber of Furniture & Lacquerers Trademen & CraftMEN  
Address : Yapıcı Sok. No:1/A 1, Siteler 06160 Altındağ ANKARA  
Tel : (+90 312) 3493535 /36  
Fax : (+90 312) 3492680  
E-mail : [ankaramobilyacilar@joturk.com](mailto:ankaramobilyacilar@joturk.com)

Association of İnegöl Carpenters and Sellers/Makers of Furniture  
Web : [www.inmob.org.tr](http://www.inmob.org.tr)

Izmir Chamber of Carpenters and Wood Workers  
Address : 661/1 Sok. No:33 Şirinyer İZMİR  
Tel : (+90 232) 2375152  
Fax : (+90 232) 2543161  
E-mail : [izmirmarangozlar@hotmail.com](mailto:izmirmarangozlar@hotmail.com)





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# go further with Turkey

Prepared by

General Directorate of Exports

Address: İnönü Bulvarı No:36  
06510 Emek  
Ankara - Turkey

[www.economy.gov.tr](http://www.economy.gov.tr)

Turkey Contact Point



+90 312 444 43 63