



# Enhancing Economic Ties with Turkey

The Center for Agribusiness and Rural Development (CARD), together with Eurasia Partnership Foundation (EPF) implemented the project entitled Expanding Economic Ties with Turkey (EETT) through USAID funding. The Project was carried out during the period 2014-2016. The project partner in Turkey was Directiva Agricultural Consultancy LTD.

The project had an objective to promote mutually beneficial economic partnerships and market linkages between Armenia and Turkey based businesses and non-governmental organizations in dried fruit, dairy processing and greenhouse sectors through exchange of technical expertise and increased business transactions.

Throughout the project span, EPF carried out conflict sensitization sessions for the tour participants, to reduce the likelihood of misunderstandings and stereotyping and to give first hand skills on communication across divisive issues.

## Achieved Results

12 Business transactions

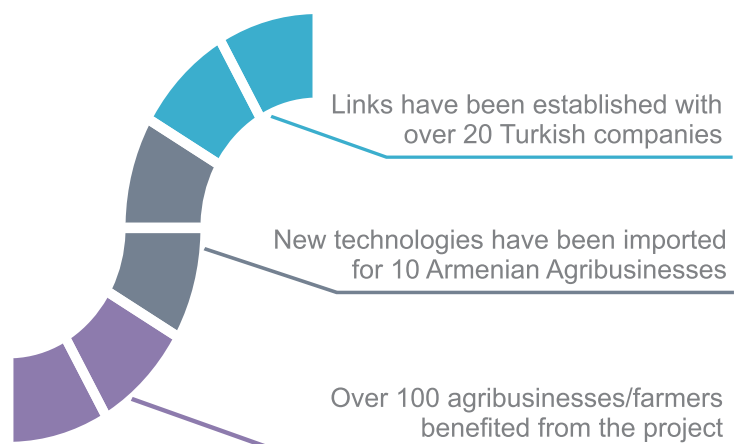
6 Trade contracts concluded

**\$ 252,500**

Value of business/ technology transfer contracts between Armenian/ Turkish partners

## IMPORTED TECHNOLOGIES

\$ 127,500	Dairy
\$ 100,000	Greenhouse
\$ 25,000	Fruit Processing





# Dairy Sector

The agricultural sector in Turkey provides employment for 66 percent of the population, of which 35 percent lives in rural areas. One-third of the agricultural activities relate to livestock farming, involving around 2.5 million enterprises and farms. Turkey is among the 15 largest milk producers in the world with total annual milk production of 10 billion liters. It is economically and socially important sector and employment source which has had a significant development in the last 20 years.

About 60% of Armenia's 335,000 farmers are involved in the largest agricultural sector – the dairy industry, characterized by a number of large dairy plants around Yerevan and a number of small and medium-size cheese producing companies throughout the country. The actual volume of dairy product exports is increasing. Any major expansion of the dairy sector is going to rely on sustainable exports, for which the consistent quality of cheese is a crucial factor.

A dairy tour to Turkey was organized with participation of 5 experts from Armenia

The participants visited International Food Technology Trade Fair in Istanbul. The exhibition showcases the latest technology and equipment for key sectors, including Food Processing Technologies and Machinery.

The tour participants visited dairy processing units as well as input and equipment suppliers in Turkey and established links for further cooperation.

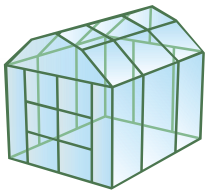
Seminar by Kromel Dairy Machinery in Yerevan

CARD invited **Kromel** Dairy Machinery representative to Armenia to present the full range of Kromel machinery. In total, 17 processors were present at the seminar. Visits were made to local dairy producers to observe the production process with Kromel technologies.

Seminar By Oner Separator in Armenia

**Oner Separator** was founded in 1965. It is specialized in separation, clarification and pasteurization systems.

The representative of the Company visited Armenia to introduce the new technology to local producers. The advantages and saving possibilities through high quality Turkish separators versus the currently applied old Soviet ones were presented. CARD imported sample separator to be showcased through application in dairy processing units.



# Greenhouse Sector

Turkey provides on average a 9% growth of greenhouse production every year backed by government investment in major irrigation and infrastructure projects. In Turkey, hydroponic and greenhouse production of vegetable crops develops very fast every year through expanding greenhouse acreage, drilling geothermal wells and establishing geothermal greenhouses. The sector contains great potential for replication by Armenian farmers. The experience, knowledge and technology of Turkey-based greenhouse operators, supply and equipment producers is a strong incentive for Armenian companies to establish business links for advancement of the same technologies in Armenia.

## A Seminar on Hydroponic Feed Systems in Armenia

**Agritom hydroponic** growing systems can grow fresh fodder throughout the seasons. It is completely natural and based on the principle of landless agriculture. The system has models to produce feed from 100 kg to 50 tons per day. The system is designed to consume minimum energy and has very high nutrition value. Milk yield can be increased by 10 to 20 % compared to conventional feeding method.

As a result of meetings and discussions with local businesses it was identified that there is crucial need for high quality feed for high quality milk production and hence for further development of cheese sector.

To fill in the gap and commence a partnership, a Turkish company, Agritom LTD, specialized in *Hydroponic Growing Systems* was identified. The Company representatives visited Armenia and held a seminar to introduce the new technology.

As a result of a project, the new feed growing system was introduced in one of the leading farms in Armenia.

A seminar was held by **Alindair Soğutma Sistemleri** which is specialized in Greenhouse cooling systems.

## Brief Facts on Greenhouse Cooling Technology

- 100 % Fresh Air, 100% Comfort
- Operation costs are approximately 90 % lower than traditional air conditioning systems
- Installation costs are approximately 50 % cheaper than traditional air conditioning systems
- It has no compressor circuit, resulting in a low maintenance system
- No harmful refrigerants are used
- The circulation cleans out the bacteria and endotoxins in immediate surroundings
- Because of the subtle humidifying effect, it increases personal comfort
- Easily transferrable: installation is simple, light and easy
- Low carbon emission, no harmful substances and no wasted water

## A group of Armenian professionals visited Turkey.

The main purpose of the trip was:

- Establishing contacts and business links with Turkish greenhouse sector suppliers
- Getting acquainted with cultivation and crop production techniques in Greenhouse sector
- Visiting Growtech Eurasia International Greenhouse, Agricultural Equipment and Technologies Fair in Antalya



## Dried Fruit Sector

Fruit production is one of Turkey's major agricultural sectors. Turkey is the largest dried fruit producer in the world with 80% of market share of dried apricots in the world market. Turkish dried fruits are produced with the highest internationally accepted quality control, sanitation, packaging and marketing standards.

In Armenia, fruit drying is a way to add value to fruit production, a commodity that has a very short harvesting period. There is a big demand for Armenian dried fruits domestically and abroad; however the quantity, quality, packaging and marketing technologies of the product require significant improvement.

As part of the project, links have been established between the industry representatives from the two countries.

Two dried fruit tours have been organized for Armavir and Meghri region farmers and processors. The participants of the tour visited Fruit Drying Centers in Turkey, Malatya and Izmir. The training program was designed to introduce advanced technologies for the production, sorting and storage of dried fruits to support the further modernization of production facilities in Armenia.

### Dried fruit Seminar in Armenia

Dried Fruit SectorCARD invited the representative of **Bigtem Makina AS**, fruit and vegetable processing equipment producing company, to Armenia to conduct a seminar with participation of 20 processors from different regions of Armenia. One to one meetings and visits were organized with Armenian processors interested in acquiring new fruit drying technologies.