

Current Trade vs Trade Potential (based on *TradeSim*, version 2)

Importing country	Current trade 1999-2000, US\$ th.	Trade Potential, US\$ th.	Relative difference	Import duty	Distance	Telephone lines
Exporting country: Turkey						
Germany	5,615,934	6,982,941	-11	<= 1%	Rel. close	Very good
USA	2,744,667	2,338,265	8	(1% - 10%)	Rel. far	Very good
U.K.	2,054,593	2,049,861	0	<= 1%	Rel. close	Very good
France	1,844,373	2,047,450	-5	(1% - 10%)	Rel. close	Very good
Italy	1,793,505	2,841,318	-23	(1% - 10%)	Rel. close	Very good
Netherlands	932,757	634,334	19	<= 1%	Rel. close	Very good
Spain	729,056	642,362	6	<= 1%	Rel. close	Very good
Belgium	666,098	401,403	25	(1% - 10%)	Rel. close	Very good
Russian Fed	503,424	26,905	90	(10% - 19%)	Rel. close	Very good
Israel	436,146	195,162	38	(1% - 10%)	Rel. close	Very good
Greece	374,667	617,570	-24	(1% - 10%)	Very close	Very good
Egypt	370,941	75,706	66	> 28%	Rel. close	Rel. good
Austria	353,334	475,008	-15	<= 1%	Rel. close	Very good
Algeria	337,202	16,694	91	(19% - 28%)	Rel. close	Rel. good
Saudi Arabia	283,807	50,676	70	(19% - 28%)	Rel. close	Rel. good
Romania	252,395	113,531	38	(10% - 19%)	Very close	Very good
Switzerl.	246,140	285,894	-7	(10% - 19%)	Rel. close	Very good
Denmark	220,564	276,656	-11	<= 1%	Rel. close	Very good
Iran	215,414	186,217	7	(1% - 10%)	Rel. close	Very good
Turkmenistar	204,528	901	99	> 28%	Rel. close	Rel. good
Poland	191,401	150,223	12	> 28%	Rel. close	Very good
Sweden	184,618	280,882	-21	<= 1%	Rel. close	Very good
Portugal	176,865	96,375	29	(1% - 10%)	Rel. close	Very good
Canada	172,301	121,241	17	(1% - 10%)	Rel. far	Very good
Tunisia	162,708	12,145	86	> 28%	Rel. close	Rel. good
Ireland	126,571	79,422	23	<= 1%	Rel. close	Very good
Japan	125,732	1,174,616	-81	(1% - 10%)	Rel. far	Very good
Hungary	113,041	70,236	23	(10% - 19%)	Rel. close	Very good
Pakistan	103,654	15,494	74	(19% - 28%)	Rel. close	Rel. poor
Morocco	98,977	10,202	81	> 28%	Rel. close	Average
Georgia	97,640	9,463	82	(10% - 19%)	Rel. close	Rel. good
Czech Rep.	96,110	49,354	32	(19% - 28%)	Rel. close	Very good
Norway	91,345	98,628	-4	(1% - 10%)	Rel. close	Very good
Kazakhstan	90,492	4,197	91	(1% - 10%)	Rel. close	Rel. good
Australia	86,710	29,570	49	(10% - 19%)	Very far	Very good
Jordan	86,015	6,589	86	(10% - 19%)	Rel. close	Rel. good
India	84,546	118,670	-17	(19% - 28%)	Average	Average
Korea Rep.	84,394	102,514	-10	(10% - 19%)	Rel. far	Very good
Finland	72,563	144,641	-33	<= 1%	Rel. close	Very good
China	58,509	79,635	-15	(19% - 28%)	Rel. far	Rel. good
Albania	58,419	5,157	84	(10% - 19%)	Very close	Average
S.A.C.U.	52,027	18,749	47	(10% - 19%)	Rel. far	Rel. good
Mexico	51,082	50,981	0	(19% - 28%)	Very far	Rel. good
Malta	45,993	5,519	79	(1% - 10%)	Rel. close	Very good
Slovenia	42,662	23,476	29	(10% - 19%)	Rel. close	Very good
Brazil	41,062	63,044	-21	(10% - 19%)	Very far	Very good
Malaysia	39,218	11,009	56	> 28%	Rel. far	Very good
Nigeria	38,300	6,849	70	> 28%	Average	Very poor
Argentina	33,919	27,567	10	(10% - 19%)	Very far	Very good
Indonesia	31,823	19,737	23	(1% - 10%)	Rel. far	Average
Bahrain	27,934	4,359	73	(10% - 19%)	Rel. close	Very good
Ghana	26,463	1,337	90	(10% - 19%)	Average	Rel. poor
Ethiopia	24,055	1,212	90	(10% - 19%)	Rel. close	Very poor
Jamaica	22,053	920	92	(10% - 19%)	Rel. far	Very good
Oman	20,817	4,294	66	(10% - 19%)	Rel. close	Rel. good
New Zealand	18,817	5,236	56	(1% - 10%)	Very far	Very good

In light blue: successful partnership (current trade >> potential)

In dark: untapped trade potential (potential >> current trade)

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Thailand	17,285	18,729	-4	> 28%	Rel. far	Rel. good
Rep.Moldova	17,140	3,519	66	(1% - 10%)	Very close	Rel. good
Lithuania	16,244	11,093	19	(1% - 10%)	Rel. close	Very good
Chile	15,766	8,045	32	(1% - 10%)	Very far	Very good
Belarus	14,231	22,955	-23	(10% - 19%)	Rel. close	Very good
Philippines	12,650	11,253	6	(1% - 10%)	Rel. far	Average
Kyrgyzstan	12,643	496	92	(1% - 10%)	Rel. close	Rel. good
Latvia	12,149	5,804	35	(1% - 10%)	Rel. close	Very good
Estonia	11,798	4,405	46	(1% - 10%)	Rel. close	Very good
Kenya	10,234	1,513	74	> 28%	Average	Rel. poor
Venezuela	9,830	11,470	-8	(10% - 19%)	Rel. far	Rel. good
Sri Lanka	9,590	2,724	56	(19% - 28%)	Average	Average
Peru	8,588	4,556	31	(10% - 19%)	Very far	Rel. good
Colombia	7,793	8,728	-6	(19% - 28%)	Very far	Very good
Cote Divoire	7,732	1,884	61	(10% - 19%)	Average	Rel. poor
Costa Rica	7,351	1,442	67	(1% - 10%)	Very far	Very good
Ecuador	6,185	1,128	69	(10% - 19%)	Very far	Rel. good
Uruguay	5,670	1,844	51	(10% - 19%)	Very far	Very good
Guatemala	5,505	1,952	48	(1% - 10%)	Very far	Rel. good
Tanzania	5,492	1,105	66	(10% - 19%)	Average	Very poor
Iceland	4,573	3,245	17	(1% - 10%)	Average	Very good
Barbados	3,085	399	77	(19% - 28%)	Rel. far	Very good
Madagascar	2,684	425	73	(1% - 10%)	Average	Very poor
Trinidad Tbg	2,300	1,060	37	(10% - 19%)	Rel. far	Very good
El Salvador	2,072	1,590	13	(1% - 10%)	Very far	Rel. good
Honduras	1,940	556	55	(1% - 10%)	Very far	Average
Nicaragua	1,585	185	79	(1% - 10%)	Very far	Average
Mauritius	1,549	753	35	(19% - 28%)	Rel. far	Very good
Zimbabwe	1,306	637	34	(19% - 28%)	Average	Rel. poor
Suriname	1,045	419	43	(10% - 19%)	Rel. far	Very good
Paraguay	937	631	20	(10% - 19%)	Very far	Average
Maldives	883	79	84	(19% - 28%)	Average	Rel. good
Bolivia	878	633	16	(1% - 10%)	Very far	Rel. good
Dominica	769	34	91	(10% - 19%)	Rel. far	Very good
Uganda	638	1,051	-24	(1% - 10%)	Average	Very poor
Belize	616	60	82	(10% - 19%)	Very far	Very good
Nepal	607	801	-14	(10% - 19%)	Average	Rel. poor
Papua N. Guin	76	162	-36	(19% - 28%)	Very far	Rel. poor
Grenada	14	58	-61	(10% - 19%)	Rel. far	Very good

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