

Project Interview 3

Interviewee: Selçuk Gülsün

Sector: Plastics Sector

Date: 13 September 2019

Location: Tisan Engineering Plastics

Within the scope of the “Customs Union for SMEs” Project, we interviewed Mr. Selçuk Gülsün who is a representative of the Plastics Sector from Tisan Engineering Plastics. Having graduated from the department of economics at Uludağ University, Mr. Gülsün worked in the compound and high tech plastics sector since 2001 in Tisan as a Deputy General Manager and an executive board member. He is also the chairperson of Plastics Industrialists Association, (PAGDER). Mr. Gülsün has memberships in several business organizations in various capacities such as Plastics Industrialists Association (PLASFED), Housewares Federation (EVFED).

We asked Selçuk Gülsün the following questions:

- what the main problems are within the current Customs Union agreement for the Plastics Sector,
- if there were any bottlenecks in the Plastics Sector resulting from the lack of modernization of the Customs Union,
- what they expect from the modernization of the Customs Union,
- if he had any suggestions on how to benefit from this process and increase the competitiveness of SMEs.

Below are the Selçuk Gülsün’s responses in mixed order:

“Plastics sector goes back to 1950s in Turkey while Tisan goes back to 1974.

Since PETKİM, Turkey has not made enough investments and today it has become dependent on outside raw material sources. This dependency is 85-88 %. In addition to that, another problem in Turkey is the lack of integrated plants and the lack of advancement in the chemistry part of the business.

We support the modernization of the Customs Union. The current Agreement needs to be improved because it does not meet our needs.

When buying supplies from the Middle East we pay 6.5% tax because of the Customs Union. Same rules should apply to the EU (tbc). Important sectors should have privileges.

Following the EU-South Korea FTA, Turkey also signed a Free Trade Agreement with South Korea which has had a positive impact on the export. We can buy supplies from South Korea without paying 6.5% tax. The EU should involve Turkey to the agreements it signs.

Turkey should act as a member of the Union minus the EU membership rights, it should have its seat at the table when the EU signs Free Trade Agreements with the 3rd World Countries.”

