

## Growing U.S.-Turkey Trade Ties

The Chamber's U.S.-Turkey Business Council hosted the 38<sup>th</sup> American-Turkish Conference (ATC) this week, reflecting the ongoing importance of Turkey as both a NATO ally and an increasingly important market for U.S. companies. In addition to the sessions I moderated with Deputy Secretary of State Stephen Biegun and Under Secretary Keith Krach, the conference featured three Turkish Cabinet-level Ministers and a who's who of senior business leaders and government officials from both countries.

**Where we're headed:** Both countries are focused on the goal of [\\$100 billion in bilateral trade](#) set by President Trump and Turkish President Erdogan in 2019. With current trade volumes around \$25 billion, a flourishing of ties could help support economic recovery in both countries following the COVID-19 pandemic.

### Key takeaways:

- **Sustained dialogue is critical:** High-level government engagement is needed to drive the market reforms and regulatory upgrades that would help U.S. companies expand their footprint in Turkey. Tit-for-tat tariffs and restrictive data localization policies remain a challenge, as does friction over Turkey's 2019 purchases of [Russian military equipment](#).
- **Energy will drive trade:** Turkey is focused on an ambitious [energy diversification policy](#)—including growing investments in renewables and transportation infrastructure—where U.S. business has a critical role to play. The country's imports of U.S. LNG grew 300 percent in the first half of 2020 alone. With planned investments in storage facilities and terminals combined with growing demand for renewables, the energy sector will be a major driver of U.S.-Turkish trade.
- **5G infrastructure and China.** The United States and Turkey can team up to develop new 5G technology and infrastructure, leveraging [strength in the digital](#) and construction arena. Shared support for international digital standards can also help both countries compete with China for leadership and provide an alternative to the Belt and Road Initiative for global partners.

**Learn more:** For more information on the U.S.-Turkey Business Council, please contact [Jennifer Miel](#).

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