



Dried Fruits & Nuts





# Our Company



Mr. Mehmet Ali IŞIK

## IŞIK TARIM A.Ş.

With over 30 years of experience in growing, processing and exporting Organic / Natural Products, we are a leading processor, packer and exporter of Organic / Natural dried fruits & nuts and frozen fruits in Turkey. IŞIK Tarım A.Ş. exports +16,000 MT (35 million lbs) of products to over 30 countries each and every year.

We are proud to be the 'First Turkish Company' to start its own organic project called 'Happy Village'. We are holding DEMETER (Bio-dynamic), BIO SUISSE (Switzerland), JAS (Japan), NOP (USA), EU Organic and BRC Grade A Food Safety certifications.

## Our Philosophy

- To provide superior quality products and services to our customers
- To increase our efficiency and produce environment friendly products
- To be open to developments, improvements and adapt quickly to new ways of doing things
- To treat our employees, farmers, consumers and our society with love and respect

## Our History

- 1974 • IŞIK TARIM A.Ş. was established by Mehmet Ali IŞIK as a trading company
- 1984 • Dried fruit factory was built with a size of 700 m2 / 7,534 ft2
- 1987 • The first export of Sultana Raisins to Europe
- 1991 • Company started its own organic agriculture project called "Happy Village"
- 1992 • IŞIK TARIM A.Ş. became the first member of IFOAM (International Federation of Organic Agricultural Movements) from Turkey
- 1995 • Company expanded its own organic agriculture project and added new items of Dried Fruits
- 2005
- 2007 • Company invested in retail packaging lines
- 2008 • "Happy Village Food Products Ltd" was founded as a sales company in Warwick, UK
- 2010 • Company invested in new processing lines and doubled total production capacity in the dried fruit factory
- 2014
- 2013 • New I.Q.F. factory was built in Afyon, Turkey and started its first production
- 2013 • "ISIK Organic Co" was founded as a sales/import company in NJ, USA
- 2015 • New Hazelnut factory was built in Akcakoca, Turkey and started its first production

## Locations

- IŞIK TARIM A.Ş. Dried Fruit Factory in Ören, İzmir
- Akpınar Gıda A.Ş. I.Q.F. Factory in Afyon
- IŞIK TARIM A.Ş. Hazelnut Factory in Akçakoca (Black Sea Region)
- ISIK Organic Co, Sales Office in California, USA
- Happy Village UK, Sales Office in Warwick, UK







Headquarters  
İzmir / TURKEY



IŞIK TARIM A.Ş. Dried Fruit Factory  
İzmir / TURKEY



Akpınar Gıda A.Ş. I.Q.F. Factory  
Afyon / TURKEY

## About us

IŞIK TARIM A.Ş. has grown from a small company into one of the largest suppliers of organic / natural dried fruits, nuts and frozen fruits in Turkey. Today, company has over 3,000 registered organic farmers in more than 150 different villages, covering 11,000 hectares of land all over the country. We are proud to be the 'First Turkish Company' to start it's own organic project called 'Happy Village'.

## Company Figures

- Exporting to over 30 countries
- Over 30 years of experience in growing, processing, packing and exporting
- 16,000 MTs (35 million lbs) of natural / organic certified products
- +3,000 registered organic farmers
- +800 employees in three factories

# Our Certifications

We are proud to be the 'First Turkish Company' to start its own organic project 'Happy village'. We are holding DEMETER (Biodynamic), BIO SUISSE (Switzerland), JAS (Japan), NOP (USA), EU Organic, COR (Canada) and BRC Grade A Food Safety certifications.

**BIO SUISSE  
ORGANIC**

## Bio-Suisse

Bio Suisse private organization is the umbrella organization (the protective force) of Switzerland organic farmers. More than 800 production and commercial firms have the license contract with BIO SUISSE (right to use this label).



## EU Organic

The EU organic farming logo offers consumers' confidence about the origins and qualities of their food and drink and its presence on any product ensures compliance with the EU organic farming Regulation.



## JAS Japanese Agricultural Standard

It is the national organic program of Japan. The organic products which are to be sent off to Japan need to be certificated according to the standards decided within the frame of this program.



## BRC

BRC Global Standards is a leading safety and quality certification programme. The Standards guarantee the standardization of quality, safety and operational criteria and ensure that manufacturers fulfill their legal obligations and provide protection for the end consumer.



## BCS

BCS ÖKO GARANTIE GmbH is licenced as a private controlling agency since 1992 to implement standards/regulations on organic production. BCS certifies more than 450,000 farmers and more than 1,000 processing businesses in import and export worldwide.



## Turkish Organic Law and Regulation

Turkish Organic Agricultural Law and Regulation The regulation was made so that organic agriculture could be carried out as an alternative production system and the products of the Turkish producers would be accepted as 'organic'.



## Kosher

Kosher foods are those that conform to the regulations of the Jewish Halakic law framework, kosher meaning fit or allowed to be eaten.



## Demeter

Demeter is the brand for products from Biodynamic® Agriculture. Only strictly controlled and contractually bound partners are permitted to use the Brand. A comprehensive verification process insures strict compliance with the International Demeter Production and Processing Standards.



## NOP The National Organic Program

The national organic program of the USA. The organic products which are to be sent off to the USA need to be certificated according to the standards decided within the frame of this program.



## COR Canada Organic Regime

The Canada Organic Regime is implemented by the Canada Organic Office, part of the Canadian Food Inspection Agency (CFIA). The framework for the COR is the Organic Products Regulations of OPR 2009 which set out requirements for organic product labeling and the various actors and infrastructure for implementation.



## Fair Trade TSA

The Fair Trade Sustainability Alliance (FairTSA) is a non-profit organization specializing in fair trade and social responsibility standard development, ethical supply chain management and accountable, sustainable community development.



## Bio Equitable

The Organic Fair Trade approach guarantees to producers a fair remuneration on their production, processing companies being committed to minimum prices (calculated on the basis of production costs), to volumes, and in the medium to long term (a minimum of 3 years).



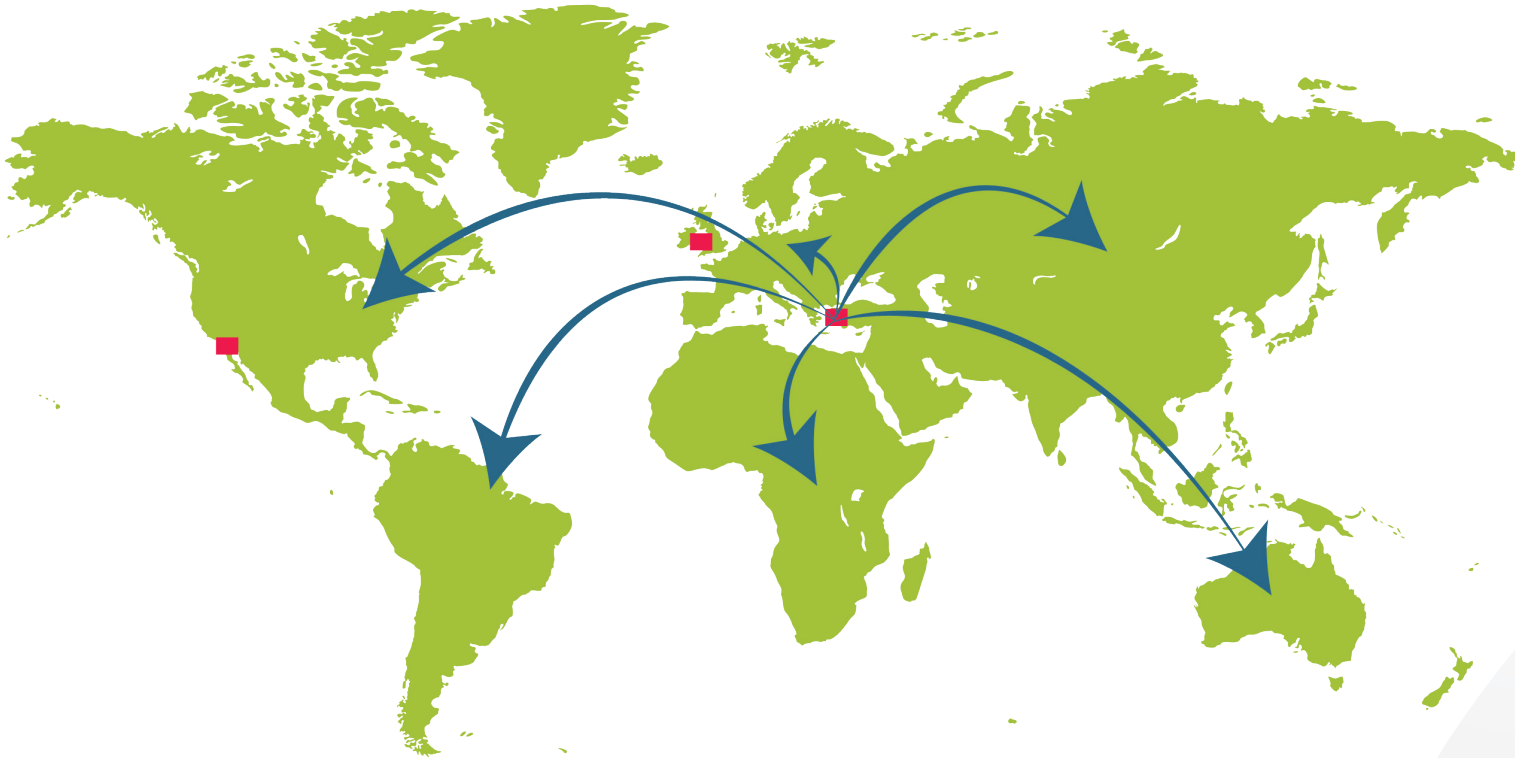
## Sedex

Sedex, the Supplier Ethical Data Exchange, is a not for profit membership organisation dedicated to driving improvements in responsible and ethical business practices in global supply chains.



## Halal

Halal (means lawful or legal) is a term designating any object or an action which is permissible to use or engage in, according to Islamic law. The term is used to designate food seen as permissible according to Islamic law.



## Our Markets

We export our Organic / Natural products to over 30 countries in 5 continents. Our markets include:

- ✓ Retailers
- ✓ Health Stores
- ✓ Co-Packers
- ✓ Bar Producers
- ✓ Muesli / Granola Producers
- ✓ Biscuit Manufacturers
- ✓ Chocolate Manufactures
- ✓ Wholesalers
- ✓ Brokers / Importers
- ✓ Bio / Eco Shops
- ✓ Baby Food Producers
- ✓ Bakeries
- ✓ Jam Producers
- ✓ Food Preparation







# Our Products

## Dried Fruits

- ✓ Figs
- ✓ Sultana Raisins
- ✓ Thompson Raisins
- ✓ Apricots
- ✓ Mulberries
- ✓ Apples
- ✓ Prunes
- ✓ Pears

## Infused Dried Fruits

- ✓ Cherries
- ✓ Strawberries
- ✓ Diced Strawberries

## Industrial Fruits

- ✓ Diced/Paste - Figs
- ✓ Diced/Paste - Apricots
- ✓ Diced/Paste - Pears
- ✓ Diced/Paste - Prunes
- ✓ Diced/Paste - Dates
- ✓ Diced/Paste - Cherries
- ✓ Paste - Mulberries

## Nuts

- ✓ Raw Hazelnuts (Filberts)
- ✓ Roasted Hazelnuts
- ✓ Walnuts
- ✓ Almonds



# Dried Fruits



 Figs

Sultana Raisins & Thompson Raisins 





Apricots



Mulberries





# Dried Fruits



 Prunes

Pears 



Apples 





# Infused Fruits



Cherries



Strawberries



Diced Strawberries

# Industrial Fruits



Diced Figs



Diced Pears



Diced Dates



Diced Prunes



Diced Apricots





Pear Paste

Prune Paste



Fig Paste

Date Paste



Mulberry Paste



# Nuts



Raw Hazelnuts (Filberts)

Roasted Hazelnuts





Walnuts



Almonds



# Private Label / Consumer Bags



# Packaging Options

Our products are packed by automated and high tech equipment into a variety of packaging sizes and packaging types, including:



**Cartoners**

Min: 14 gr (0.49 oz)  
Max: 42 gr (1.48 oz)



**Pillow Bag**

Min: 40 gr (1.41 oz)  
Max: 1 kg (2.2 lbs)



**Quadro Bag**

Min: 85 gr (3 oz)  
Max: 1 kg (2.2 lbs)



**Specialty / Gift Bag**

Min: 200 gr (7 oz)  
Max: 2 kg (4.5 lbs)



**Doypack**

Min: 85 gr (3 oz)  
Max: 1.81 kg (64 oz)



# Our Dried Fruit Factory







## Quality & Production

IŞIK TARIM A.Ş. maintains one of the most sophisticated food safety programs in the entire dried fruit industry with self-imposed quality and technical standards. Our products are frequently, randomly checked and monitored throughout our production steps to ensure that the standards and customer specifications are met. Our goal is to sustain and improve our well known “customer focused” production and quality.

- Raw materials are inspected at the first step, and only the ones that meet company’s requirements are accepted and coded in the system for full product traceability, starting from field to the final product.
- The quality control system is carried out according to IŞIK TARIM A.Ş. “Quality Plans” at three major steps; “Raw Material”, “In Process” and “Final Product”.

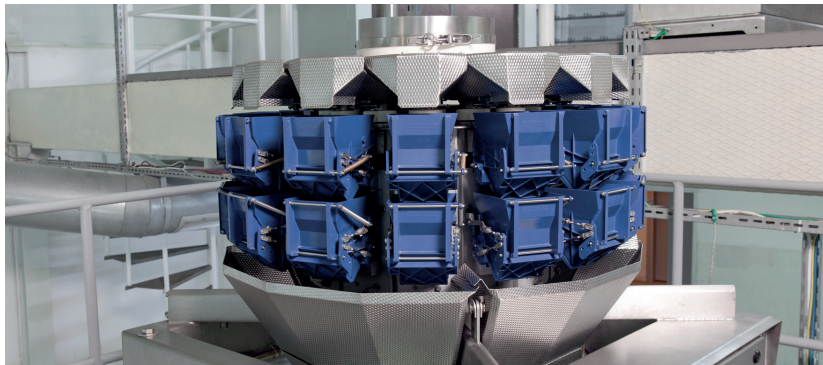
# X-ray and Laser Sorters





# Retail Packaging Section

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## HACCP

As one of the most important food safety systems, "HACCP - Hazard Analysis Critical Control Points" and "GMP - Good Manufacturing Practices", are applied in our dried fruit factory. In order to achieve the highest standards for its customers, as well as satisfying the internal goals, IŞIK TARIM A.Ş. practices the following applications in company's HACCP and "GMP" system.

Microbiological, pesticide residue, and heavy metal analysis are carried out at accredited external laboratories, either in Turkey or abroad, while physical and some chemical analysis are done at company's own laboratory.

- A detailed "Factory Cleaning Plan" is under use, defining the cleaning and disinfection responsibilities, periods and methods for the machinery, lines, floors, ceilings, toilets and all other parts in the building, applying approved chemicals. The effectiveness of the cleaning is checked by "Swab Controls" as well as visual inspections.
- An "Annual Maintenance Plan" for the machinery and building, is used throughout the year.



# Quality & Production

As a part of company's "Foreign Material and Glass Policy", necessary precautions are taken and the staff has already been trained in order to prevent any type of contamination by foreign bodies. Laser scanner, sieves, magnets, metal detectors are used to prevent and / or detect the foreign bodies from the products. All the glasses looking into the production area are either wired or covered by a protective shield that will prevent them scattering in case of a breakage.

As "Training" and "Awareness" are two of the most important issues in a Quality System, IŞIK TARIM A.Ş. believes that the success of its Quality System depends on the awareness and knowledge of its team. All of our staff, including the managers, are trained internally and externally, based on company's "Training Plan" prepared on annual basis, since 2000.







As a result of divided field structure due to inheritance, the average field per Turkish farmer is 6 hectares whereas in Europe it is almost double of this size per farmer. Due to this fact, ISIK Tarim A.S. developed and focused on regional “Happy Village Project” strategy to focus on villages / group of farmers rather than individual ones.

The philosophy of the Happy Village Project is to “**heal and develop**” the “**whole**” or at least to assist for this purpose. Today, there are +3,000 registered farmers, cultivating more than 11,000 hectares of land in more than 150 villages in the Happy Village Project.



5 Regions



+150 Villages



+3,000 Registered  
Farmers



+11,000 Hectares





## The Aims of Happy Village Project

- ✓ As a part of “Crop Management” system, organizing the farmer training on growing and harvesting techniques which increase raw material quality
- ✓ Guiding, providing and control of its farmers on the organic inputs to be used in accordance with the treatment schedule
- ✓ Consulting the farmers by company agronomists throughout the year
- ✓ Performing necessary activities to improve the socio-economic structure of the villages, i.e., the needs and requirements of the children at school, improvement in worker’s buildings, providing water tanks during water crisis in the regions, and etc.



- +3,000 farmers receive training with an average of 12.5 hours per year
- Company agronomists travel around 110,000 Kms (68,000 Miles) for training and consultancy annually

Happy Village Project aims to get national and international funds to perform all of activities, like an EC funded project, namely “SMAP - Promoting Sustainable Use of Agricultural Land Through the Introduction of Organic Farming Methods”, under which following activities are carried out.



## The Activities of Happy Village Project

- ✓ Registering farmers to Happy Village Project is the first step for starting an organic project. Company agronomists do researches to / choose the right district / collect data like on field history, machinery, equipment / learn methods of agriculture and harvest techniques. Farmers and their records, who are willing to take a part in IŞIK's organic project, are passed to the "Control and Certifying Body", by whom a "Farmer Code" is given to each farmer to be used in the project.
- ✓ Farmer Inspections and Sampling; The field maps are drawn by our agronomists, in order to designate the field and also to prevent possible cross-contamination risks which may come from the neighbor fields. In order to make sure farmers are practicing the organic regulations, our agronomists frequently and randomly visit registered farmers to follow-up, guide and inspect.
- ✓ Our agriculture team is involved in taking samples from leaves, soil and fruit, in order to complete the residue analysis requirements on company's "Annual Sampling Plan". This sampling test is done either by Control and Certifying Bodies or IŞIK team. These analyses must be completed at accredited external laboratories to get verification so that the certification decision can be taken.





## Organic Project Management

Happy Village Project believes that the problem solving starts by defining the source of it. By the help of internal and external sources and funds, like SMAP, our company carries out its activities to increase the number of “Happy Villages”, spreading the organic agriculture and training farmers who are willing to learn about organic farming.

As a part of its “Good Agricultural Practices”, Happy Village Project applies the followings;

- ✓ Carrying out an “Annual Compost Program” prepared by company agronomists.
- ✓ Recording the details of farmers / fields / products / applications for compost process through whole year (“compost” can be defined as the matured form of animal and plant residues by decomposition).
- ✓ Using “Early Warning Systems” like pheromones and yellow sticky traps in the fields, in order to minimize the risk of potential problems. The warning given by the municipalities are also taken into consideration during decision making period.
- ✓ Following up comprehensive “HACCP - Hazard Analysis Critical Control points” study, covering the all steps (beginning from field till to the analysis at the laboratory) for the prevention of “pesticide contamination risks”.





## Training



Our farmers are trained periodically according to company's "Farmer Training Program", on "Product Growing", "Organic Agriculture", "Biodynamic Agriculture". The training program is prepared by company agronomists and external trainers who are from agricultural departments of domestic and foreign universities, experts from the "Research Institutes". This program includes; presentations; documenting the training subjects, monitoring training hours, trainees and participants (farmers); calculating the average training hours per farmer and defining the goals for following year accordingly.

## Our Training Subjects:

- Organic Agriculture
- Biodynamic agriculture and compost preparation
- Developments in organic agriculture
- New regulations on organic
- Application of biodynamic preparations
- Discussions on farmer problems and solutions
- Organic cherry growing and harvesting
- Organic sweet cherry, sour cherry, apricot and plum growing

## Our Trainers:

**Dr. Obermaier** - Germany  
**Prof. Dr. Uygun Aksoy**  
Aegean University Agricultural Department  
**Prof. Dr. Ufuk Ilter Aksoy**  
Aegean University Agricultural Department  
**Prof. Dr. Ahmet Altindisli**  
ETO (Ecological Agricultural Organization in Turkey)  
**Nazif Sahin**  
Fig Research Institute - Erbeyli  
**Hilmi Kocatas**  
Fig Research Institute - Erbeyli  
**Helmy Abouleish Sekem** - Egypt  
**Klaus Merckens** EBDA  
**Ranko Tadic** ABM  
**Nevzat Pinarer** MARA  
Reto Ingold - Vita Terra Tunisia  
Guy Rilov IBDA  
Manolis Kabourakis NAGREF / GAEG





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