

PRACTICAL GUIDE · INTERNATIONAL FREIGHT

Importing goods from Turkey to Guinea: freight, documents and customs clearance in Conakry

Turkey has become a major supplier to Guinea for construction steel, tiles, joinery, industrial equipment and many consumer goods. Prices are often competitive, but a successful import depends on preparation: the choice of Incoterm, port of loading, consistent documents and early customs clearance in Conakry.

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01 How does an import from Turkey to Conakry work?

An import from Turkey to Guinea usually follows this pattern: the supplier prepares the goods, they are trucked to a Turkish port (Mersin, Izmir, Gemlik or the ports of the Istanbul area), loaded on a vessel to Conakry, then declared and cleared at the autonomous port of Conakry before delivery to your site. The journey therefore almost always combines a road leg in Turkey and a sea leg.

Air freight remains possible for urgent spare parts or valuable parcels, from Istanbul's airports, but it rarely suits heavy materials.

- Standard containers: for tiles, joinery, consumer goods and most machines that can be dismantled.
- Special containers (open top, flat rack): for out-of-gauge machines or heavy loads.
- Breakbulk (in the vessel's hold): for large volumes of steel, such as reinforcing bars or sections.

02 What goods are imported from Turkey?

The most common flows to Guinea are building materials (steel, tiles, sanitary ware, aluminium joinery), industrial machinery and equipment, machines and parts, as well as food and consumer goods.

Each product has its tariff position in the ECOWAS CET. For example, steel bars fall under chapter 72, ceramic tiles under heading 69.07 and most machinery under chapter 84. The exact classification, line by line, determines the applicable duty rate: 0, 5, 10, 20 or 35% depending on the band.

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> For steel, state the grade, dimensions and weight per lot on the invoice: these details are used for classification and inspection.

03 Choosing the Incoterm and the port of loading

The Incoterm, the international rule that splits costs and risks between seller and buyer, must appear on the contract and the invoice. Three options are common:

- EXW (Ex Works): you handle pickup in Turkey, export clearance, transport to the port and freight. You control everything, but you need a partner on the ground.
- FOB (Free On Board): the supplier delivers the goods on board at the Turkish port; you choose the forwarder and pay the sea freight.
- CFR or CIF (Cost and Freight, with or without insurance): the supplier pays freight to Conakry. Simple, but you control neither the vessel nor the shipping line's free time on arrival.

The port of loading depends on where the factory is. Ask the supplier where they usually ship from: a poorly chosen port lengthens the road leg in Turkey.

04 Documents to gather

- The contract or proforma invoice, then the final commercial invoice, with a precise description, quantities, unit value and Incoterm.
- The packing list: number of packages, gross and net weight, dimensions.
- The bill of lading (B/L), the sea transport document that also serves as title to the goods.
- The certificate of origin, issued in Turkey, usually by the chamber of commerce.
- Depending on the product: certificate of conformity, technical data sheet, phytosanitary certificate for plant products, or other authorisations required by the regulations in force.
- The importer's tax identification number (NIF) in Guinea.

> Check that the description, weight and number of packages are identical on the invoice, the packing list and the B/L. A mismatch between these documents is one of the most frequent causes of hold-ups at the port.

05 Origin, duties and taxes in Conakry

As Turkey is not an ECOWAS member, Turkish goods do not benefit from the community preferential regime. They are taxed under the ECOWAS CET: customs duty according to the product's band, the levies set by the tariff (statistical levy, ECOWAS community levy, African Union contribution) and, unless exempt, VAT at 18%.

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The basis is the customs value, usually the CIF value: price of the goods, freight and insurance to Conakry. Keep the freight invoice and the insurance certificate: they support the declared value. The amount payable is the one on the assessment issued by customs.

To pay the supplier, several options exist (bank transfer, letter of credit, documentary collection). The choice is a matter for your bank, with which the conditions should be confirmed.

06 Points to watch

- Have the goods, or photos of the loading, checked before departure, especially for a first order.
- For a machine, ask for the technical data sheet, year of manufacture and serial number: they are used for classification and inspection.
- Send the documents to your customs broker before the vessel arrives, so the declaration can go in without delay.
- Arrange funding for duties and taxes and transport from the port before discharge, to limit demurrage.

07 What we do for you

TransXpress can consult suppliers, organise pickup in Turkey through its partner agents, consolidate your purchases, follow the sea freight, declare and clear in Conakry, then deliver to your site. Send us the proforma invoice, the packing list and the address of the supplier's factory or warehouse.

? Frequently asked questions

Is a certificate of origin needed to import from Turkey into Guinea?

Yes, it is part of the normal customs file. It is usually issued in Turkey by the chamber of commerce, at the supplier's request.

Do Turkish products get reduced duties in Guinea?

No, Turkey is not an ECOWAS member. Duties follow the ECOWAS CET according to the classification of each product.

Can several Turkish suppliers be grouped in one container?

Yes, through consolidation: the goods are gathered in a warehouse in Turkey before stuffing, with documents for each supplier.

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