

Major Types of Equipment

This information is currently unavailable.

Key Factors in Purchasing Decisions

This information is currently unavailable.

SOURCES OF SUPPLY:

Profiles of Local Manufacturers

Strength of domestic industry is packaging materials and design rather than machinery, as exemplified by TetraPak, a multi-national that has developed packaging systems and materials for liquid foods. TetraPak's machinery is developed for filling, handling etc. their materials and packages. Other best known names in the sector are PLM (mainly materials, some machinery) and Akerlund & Rausing (mainly materials, some machinery for their own packaging system; owned by Stora, Europe's largest pulp and paper company).

Current Foreign Sources

Since domestic supply capacity is not notably strong, demand is largely satisfied by imports, with Germany the principal supplier. Germany is the principle supplier. Other important suppliers are Denmark, the UK and Italy. Japan and the USA are leading suppliers in particular categories (see attached import statistics).

Recent Imports/Exports

N.B.: Certain HS numbers differ slightly from Canadian numbers.

HS Number	Tariff	Imports 1989	Imports 1988	Leading Suppliers 89
8422.20	free	CAD 4 mill	CAD 5 mill	W. Germany, Denmark
8422.301	3.8%	CAD 0.8 mill	CAD 0.7 mill	U.K.
(machinery for carbonating drinks)				
8422.309	free	CAD 26 mill	CAD 28 mill	W.Germany,USA,Denmark
(other)				
8422.40	3.8%	CAD 64 mill	CAD 62 mill	W. Germ,Italy,Denmark
8423.30	3.8%	CAD 2 mill	CAD 2.3 mill	Japan, W. Germany
8428.39	3.8%	CAD 30 mill	CAD 14 mill	Japan, W. Germany
8442.30	free	CAD 6 mill	CAD 4 mill	W. Germany, USA, UK
8452.21	5.3%	CAD 3 mill	CAD 4 mill	W. Germany, Japan
8465.929	free	CAD 13 mill	CAD 8 mill	W. Germany, Japan

Note: All EC and EFTA exporters enjoy tariff-free access.

BUSINESS ENVIRONMENT:

Preferred Distribution Channels

It is essential for Canadian companies to appoint a commission agent or distributor for this territory if they are to maximize sales opportunities here. It is in general not a good idea to appoint an agent covering more than one of the Nordic countries: rather, a separate agent should be appointed for each.