

A major part of Swedish wholesaling is carried out by the 1,114 members of the Federation of Swedish Wholesale Merchants and Importers. Thirty-one per cent of the goods handled by the Federation consisted of produced goods (building materials, machines, instruments, chemicals and plastics), 22 per cent fuels and 19 per cent consumer goods, such as food-stuffs, leisure and domestic articles, etc.

Many agents in Sweden are members of the 500 strong Federation of Commercial Agents of Sweden.

There are three large retailing organizations in Sweden: ICA, DAGAB/ASK and KF. ICA is the principal supplier of convenience goods to some 4,000 private retailers. DAGAB serves the large department store group SABA, which includes department store chains such as NK, Åhléns-Tempo, B&W and a number of smaller independent retail chains (VIVO, Favör). Two-thirds of all retail trade sales in the convenience goods sector are made through private companies. Much of the remainder goes through local consumer co-operatives who buy from KF, the Co-operative Union.

The procedure for the purchase of commodities and services by government institutions is regulated by special legislation which generally conforms with the GATT requirements (the Government Purchasing Proclamation of 1973). The legislation describes tender procedures for large scale purchases and is non-discriminatory with respect to the supplier's nationality. The purchasing authority for hospitals is the county councils and for schools, the municipalities.

Agency Legislation

Legislation in 1974 strengthened the level of protection for Swedish agents/sales distributors and made it more difficult for principals to unilaterally terminate agreements. Some highlights of current agency legislation follow.

The minimum notice period for termination of a contract is three months. Although if the term of an agreement has been less than one year, the notice period is one month. If the parties have agreed on a longer notice period, this shall apply.

Agents are entitled to supplementary commissions on sales made after the termination of the contract if the