

Preferred Distribution Channels

Most sales are direct sales with sales agents providing maintenance and sales engineering services.

The leading journal for advertising is the quarterly "Packaging and Design" published by Israel Centre for Packaging and Industrial Design. 2 Carlibach St., Tel Aviv 67132, Israel, Tel: 972-3-5614431, Mr. T. Ben Nun, General Manager.

Financial Practices

Standard practice is the use of the Letter of Credit (180-360 days for large equipment and 30-90 days for small equipment).

Standards

This information is currently unavailable.

Import Regime

There are no non-tariff barriers and on only one of the relevant HS codes, 8428.39 is there a tariff (10.5%) on goods originating from Canada while there is no tariff for goods originating from the U.S. or EEC countries.

Protection of Technology

Current patent protection is good and local business practices generally respect intellectual property.

Language Requirements

English is widely spoken but Hebrew is a great asset.

Language for Promotional Materials

It is not necessary to have promotional material translated into Hebrew, English is quite acceptable.

Canadian Government Initiatives and Trade Shows

The major trade fair - Israpack - is held every three years under the auspices of the world packaging organization (WPO), the next fair is Israpack 91.

CONTACT LIST:

Local Canadian Representatives

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Industry Associations

This information is currently unavailable.