

remaining 50-60% of office furniture consumption is imported, a trend that appears to be fairly stable. The imports come from Germany (55%), Italy (16%), Netherlands (10%), France (7%), and Spain (3%).

BUSINESS ENVIRONMENT

Importers/Distributors of Furniture:

- **La Maison du Bureau** (distributor). Karmelietenstraat 151, 1180 Ukkel.
Tel: 32-2-346.22.22 Fax: 32-2-343.47.00
- **Atal-Surin** (importer). Avenue du Roi 73, 1060 Bruxelles. Tel: 32-2-538.68.98
Fax: 02/538 40 94
- **Berhin** (importer). Avenue Prince de Liege 205, 5100 Jambes. Tel: 32-81-31.05.10 Fax: 32-81-31.05.19
- **Buro Land** (distributor). Riverside Business Park, Internationalelaan 55, 1070 Brussel. Tel: 32-2-15.55.15 Fax: 02/770 34 36
- **Kindekens** (importer). Chaussee de Mons 232-234, 1070 Brussel.
Tel: 32-2-522.27.91 Fax: 32-2-520.73.85
- **Mondial** (importer/distributor). Pittemsesteenweg 29, 8700 Tielt
Tel: 32-51-40.11.10 Fax: 051/40 33 94

Other potential importers of office furniture:

- **MULTIBURO**. Chaussee de Vleurgat 124, 1050 Bruxelles. Tel: 02/649 98 40
Fax: 02/640 95 98
- **BUROMARKT**. Route du Grand Peuplier - Zoning Industriel, B-7110 Strepy-Bracquegnies. Tel: 064/67 44 11 Fax: 0264/67 44 99
- **COBELCO INTERNATIONAL SPRL**. Avenue Louise 428-430, 1050 Bruxelles.
Tel: 02/649 21 82 Fax: 02/640 36 62
- **LUCAS OFFICE FURNITURE**. Bosstraat 189, 3930 Hamont-Achel.
Tel: 011/62 19 60 Fax: 011/44 65 17
- **MERCATOR NV**. Rue de la Loi 26, 1040 Bruxelles. Tel: 02/230 70 45 Fax: 02/230 79 73

Languages of business and promotional material are French, Flemish, and English.

Duties on office furniture are 5.6%, and the VAT rate is 19%. There are no incentive programs for establishing office furniture companies, but the Flanders and Wallonia communities have special regulations for attracting foreign companies into their areas, such as exemption of taxes and tax deductions for foreign managers.

Belgium is a small, but extremely important export market for Canada, as a source of strategic alliance partnership, investment, and for developing niche technology. Strategic alliances with Belgian firms that are active in high technology areas is a priority. As well there appears to be opportunities for office furniture developers to trade in the areas of telecommunications, computer software and hardware, value added wood products and construction materials, industrial machinery, and business services.