



► Machinery and Tools

Important market facts

- The numerically controlled machine-tool sector represents 5 per cent of the sector in France, compared with 25 per cent in Germany and 55 per cent in Japan. It accounts for 62 per cent of all new equipment.
- This sector is subject to market fluctuations.

Market trends

- Total reorganization of research departments and after-sales services.
- The overall situation is deteriorating: numerous filings of petitions.
- Some small- to medium-sized French businesses have been bought by foreign firms.

Canadian imports

- Canadian exports to France are low. In 1986, Canada (with 0.04 of French imports) was 26th as a supplier of metal machine tools to France.
- Underdeveloped areas: welding material, gear-cutting machines, and grinding, lapping and buffing machines.
- Best-selling Canadian products in France: metal press brakes, hydraulic-control presses, wood lathes and non-electric chain saws.

Additional information

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Recommendations for Canadian exporters

- Leading sector: the laser.
- Sector with few potential markets: machining centres (because of Japanese competition).
- Declining sectors: milling machines, folding machines and punching machines.
- Joint ventures in robotics/mechanics are strongly recommended.
- Numerous potential markets in the numerically controlled machine-tool sector.