

## IRELAND

### OVERVIEW

**Market Size:** Furniture market (office and household) is CS 100 million.

After several years of stagnation the outlook for business, based on activity in the first half of 1993, is encouraging. Demand for new office space beginning to pick up. One Canadian company has been very successful in Ireland since its introduction to the market in 1988, and has become a leader in design characteristics.

### SOURCES OF SUPPLY

Approximately 40% of all furniture is manufactured locally, with the remainder being supplied mostly from European countries: the U.K., Germany, Italy, and France. Smaller quantities are imported from Denmark, Sweden, the U.S. and Canada.

### BUSINESS ENVIRONMENT

#### Importers/Distributors of Furniture

- **Dominex Office Interiors Ltd.**, Bow Bridge House, Bow Lane West, Dublin 8, Tel: 671 2100, Fax: 679 4881.
- **Ardeen Office Contract**, Sandyford Office Park, Foxrock, Dublin 18, Tel: 295 7771, Fax: 295 7781.
- **J.J. McCreevy Ltd.**, 110-112, Crock Street, Dublin 18, Tel: 533952, Fax: 532192.
- **Thomond Supply Ltd.**, Clondrinagh, Ennis Road, Limerick, Tel: 61 452744, Fax: 61 452081.
- **Milner Office Furniture Ltd.**, 8, Terminus Mills, Clonskeagh Road, Dublin 6, Tel: 283 8812, Fax: 283 9208.
- **Peklo Ltd.**, Castleforbes Road, North Wall, Dublin 1, Tel: 872 6286, Fax: 365837.

The language spoken is English.

The Common External Tariff of the European Economic Community (EEC) applies to furniture imports.

There is current interest in the possibility of joint venture and/or technology transfer particularly in the area of systems furniture for niche markets.

ISO9000 standards must be met for virtually all furniture imports especially for tenders etc. for public service requirements.

### PROMOTIONAL ACTIVITIES

Although Ireland does not host any furniture trade shows, per se, the PLAN EXPO is held every September in Dublin which focuses on architecture and interior design products including office furniture. Exhibitors include local manufacturers and agents/distributors. As well, Irish buyers attend the ORGATECH and INTERZUM trade shows both held in Cologne, Germany.