

POLAND

OVERVIEW

Poland is an established exporter of furniture. Poland's furniture exports to Canada were C\$ 1.7 million in 1992 while Canadian furniture exports to Poland were a comparatively low C\$ 220,000.

SOURCES OF SUPPLY

Poland supplies the low end furniture market domestically while high-end furniture is imported mainly from Germany, Austria, Italy, and Scandinavian countries.

BUSINESS ENVIRONMENT

Poland's import duty on furniture is 20% (15% on parts), plus 6% on border tax and 22% value-added-tax (VAT). There are no other non-tariff trade barriers.

The two most important furniture trade shows for Poland are

- Polskie Meble (Polish Furniture) held every spring in Poznan, Poland, and
- Internationale Moebel Messe (International Furniture Fair) held every January in Cologne, Germany.

The languages of business are Polish, German, and English.

PROMOTIONAL ACTIVITIES

There are no specialized periodicals or industry associations for the furniture sector in Poland. Manufacturer and importers/distributors advertise through in national newspapers and business-oriented magazines.

Posts Overall Opinion: *Canadian export opportunity for Office Furniture in Poland is extremely limited, but some form of joint venture may be fruitful.*