

- Kraft paper for multi-wall paper bags.
- Plastic resins of polyethylene, low, high and lineal density.

Key Factors in Purchasing Decisions

- Quality guarantees for each purchase.
- Credit facilities.

SOURCES OF SUPPLY:

Profiles of Local Manufacturers

Local suppliers are limited with low level of technology.

Current Foreign Sources

Most types of equipment are imported from Italy, Spain and Switzerland due to the lack of local manufacturing facilities and the low level of local technology.

Recent Imports/ Exports

This information is currently unavailable.

BUSINESS ENVIRONMENT:

Preferred Distribution Channels

The major trade fair for the industry is Havanapak, which takes place every other year. The next one will be held in September 1992.

Financial Practices

Financing is largely through credit facilities: government to government and L/C. Joint production is also a favoured approach.

Standards

This information is currently unavailable.

Import Regime

This information is currently unavailable.

Protection of Technology

Should be discussed with potential suppliers.

Language Requirements

Spanish and English.

Language for Promotional Materials

Promotional material in English is quite acceptable.

Canadian Government Initiatives