

FOREIGN TRADE AND INDUSTRIAL INVESTMENTS

The increased competitiveness of a large proportion of the 7,000 companies active in this industry generated a rise in exports of 2% to 144 billion FF (\$29 billion) in 1991. As imports amounted to 155 billion FF (\$31,4 billion), the trade deficit was brought down to less than 11 billion FF, with a rate of coverage of 93%. In addition, it is important to know that industrial subsidiaries of American, Japanese, and German multinationals currently account for 20% of sales, 25% of capital, and 30% of export sales.

In the area of public works and handling-lifting equipment, the French companies Legris, Fayat and Manitou are at even keel with giants such as Caterpillar or Case IH (Tenneco Group). Legris Industries has bought Century II, an American company specializing in lifting equipment. Lovat Tunnel Equipment of Ontario will supply two tunnel drills to Campenon Bernard/GTM, the local company in charge of excavating for a new Paris metro and rapid transit line.

Finally, the difficult machine tools sector, where exports represent approximately 40% of total sales, has also regressed by 14.5% in 1991. In this industry, France is one seventh the size of Germany, and one third the size of Italy. Cooperation between France and Canada in this field is limited: Renault Automation with Valiant Machine & Tool for transfer lines, and Henri Line Machine Outil Ltee, a company of French origin, for gantry milling machines.

ADDITIONAL SOURCES OF INFORMATION

Useful addresses:

Fédération des Industries Mécaniques - FIM

Maison de la Mécanique
45, rue Louis Blanc
92400 Courbevoie
Tel: (33-1) 47.17.60.00

Syndicat de la Machine-Outil, de l'Assemblage et de la Productique Associée - SYMAP

Défense 1 - Cedex 72
92038 Paris La Défense
Tel: (33-1) 47.17.67.17

Centre Technique des Industries Mécaniques - CETIM

52, Avenue Felix-Louat
60304 Senlis Cedex
Tel: (33-1) 44.58.32.66

Trade Fair:

- PRODUCTIQUE,
Paris, Novembre 1993